The Commercial Car Journal

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Who *Are the* Big Buyers *in the* Truck Market?

First Analysis of Fleets of 10 or More Trucks Provides Valuable Data on Vocational Use of Trucks

By DONALD BLANCHARD

APPROXIMATELY 315,000 trucks, or nearly 11 per cent of all commercial vehicle registrations, are operated in fleets of 10 or more trucks. There are about 10,000 of such fleets in the United States and practically every type of business is represented in the list of their owners.

Because of their nature, some lines of business, or vocations, are larger users of truck fleets than others and it was mostly to determine the relative importance of the various vocations from this standpoint that COMMERCIAL CAR JOURNAL made the analysis presented in the accompanying tabulations. Undoubtedly manufacturers and their branches and dealers will find much that is of value to them in their sales work in this analysis as these fleet owners are the big buyers of the truck market. They are important not only because they are large purchasers of vehicles, parts, supplies, bodies and other equipment, but also for the reason that they exercise a certain amount of leadership in truck transportation. What the big operators in one vocation do undoubtedly has an influence on the smaller ones in the same line of business.

From the standpoint of number of trucks operated in fleets of 10 or more units, as shown in Table I, the petroleum industry is the leading user with 42,500 trucks, or 13.5 per cent of the total. The first eleven vocations all operate over 10,000 trucks in fleets of 10 or more and collectively own 79.2 per cent of the 315,000 units in fleets of this size. The first four

An Achievement

The necessity of fitting sales effort to vocational requirements has been recognized by the truck trade for several years past. Lack of specific vocational data, however, has hampered progress in that direction. Detailed information about the relative importance of various vocations has become essential as a base upon which to rear a structure of intelligent and efficiently directed sales effort.

In the outstanding article which follows, Mr. Blanchard has provided a large share of the material from which such a base can be built. This compilation showing the present relative importance of the various vocations from the standpoint of truck fleet ownership is the first analysis, so far as we know, of anything like its scope thus far made.

Norman G. Shidle

Directing Editor, Chilton Class Journal Publications

vocations alone operate 45.7 per cent of the total. Obviously this table gives a measure of the buying power of the various vocations in the truck market and provides a basis for planning sales promotion.

The number of fleets of 10 or more trucks operated by each vocation is given in Table II. This tabulation indicates the number of prospects having fleets of 10 trucks or more, to be reached in each vocation. In this case trucking leads the list with 16.3 per cent of the total. The first eight vocations all operate more than 500 fleets of the size considered in this analysis and the first 20 vocations each have more than 100 of such fleets.

Table III classifies the vocations according to average size of fleets. It will be noted that the petroleum industry leads on this basis as it did in Table I but that trucking, which is at the head of Table II, is twenty-fifth with an average of 21 trucks per fleet.

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Table I

Vocational Classification of Trucks in Fleets of 10 or More Units

Vocation	No. of Trucks Operated	Percentage of Total
Petroleum	42,500	13.5
Trucking	35,448	11.3
Public Utilities	33,900	10.7
Federal, State, Co. & City	32,200	10.2
Milk & Milk Products	24,100	7.6
Bakers	19,750	6.3
Laundry & Dyers	13,300	4.2
Grocers	12,760	4.0
Fuel	12,300	3.9
Dept. Stores & Misc. Retailers	12,000	3.8
Meats	11,640	3.7
Building Material	8,380	2.6
Ice	8,100	2.6
Brewers & Bottlers	7,100	2.3
Contractors	6,270	2.0
Road Builders	5,880	1.9
Lumber	4,760	1.5
Food Prepared	4,650	1.5
Mfrs. Misc.	4,230	1.3
Paper & Printing	3,600	1.1
Furniture	1,875	.6
Passenger Transportation	1,580	.5
Feed & Cereal Products	1,301	.4
Chemicals	1,068	.3
Metals	1,057	.3
Automotive	938	.3
Farms	830	.3
Confectionery	756	.2
Rubber	622	.2
Schools & Churches	548	.2
Hotels & Amusements	470	.1
Textile & Furs	426	.1
Mfrs. Machinery	386	.1
Artisans	109	..
Leather	97	..
Marine	69	..
Total	315,000	100.00

Table II

Vocational Classification of Fleets of 10 or More Trucks

Vocation	No. of Fleets	Percent of Total Fleets
Trucking	1,637	16.3
Milk & Milk Products	780	7.8
Petroleum	679	6.8
Laundry & Dyers	617	6.2
Public Utilities	594	5.9
Bakers	570	5.7
Federal, State, Co. & City	533	5.3
Fuel	524	5.2
Grocers	450	4.5
Building Material	418	4.2
Dept. Stores & Misc. Retailers	349	3.5
Meats	316	3.2
Contractors	311	3.1
Brewers & Bottlers	310	3.1
Ice	306	3.1
Road Builders	280	2.8
Lumber	276	2.8
Miscellaneous Mfrs.	204	2.0
Paper & Printing	137	1.4
Food Prepared	130	1.3
Furniture	93	.9
Chemicals	63	.6
Feed & Cereal Products	61	.6
Metals	50	.5
Automotive	49	.5
Farms	46	.5
Passenger Transportation	46	.5
Confectionery	35	.3
Hotels & Amusements	28	.3
Textile & Furs	27	.3
Schools & Churches	24	.2
Mfrs. Machinery	22	.2
Rubber	18	.2
Artisans	8	.1
Marine	6	.1
Leather	3	.1
Total	10,000	100.00

Table III

Average Number of Trucks per Fleet by Vocation

Vocation	Av. Trucks Per Fleet
Petroleum	63
Federal, State, County & City	60
Public Utilities	57
Meats	37
Food Prepared	36
Bakers	35
Rubber	35
Dept. Stores & Retailers	34
Passenger Transportation	34
Milk & Milk Products	31
Leather	29
Grocers	28
Ice	26
Paper & Printing	26
Brewers & Bottlers	23
Fuel	23
Confectionery	22
Furniture	22
Laundry & Dyers	22
Schools & Churches	22
Road Builders	21
Feed & Cereal Products	21
Mfrs. Misc.	21
Metals	21
Trucking	21
Building Material	20
Contractors	20
Automotive	19
Farms	18
Chemicals	17
Hotels & Amusements	17
Lumber	17
Manufacturers of Machinery	17
Textile & Furs	16
Artisans	14
Marine	12
Total	32

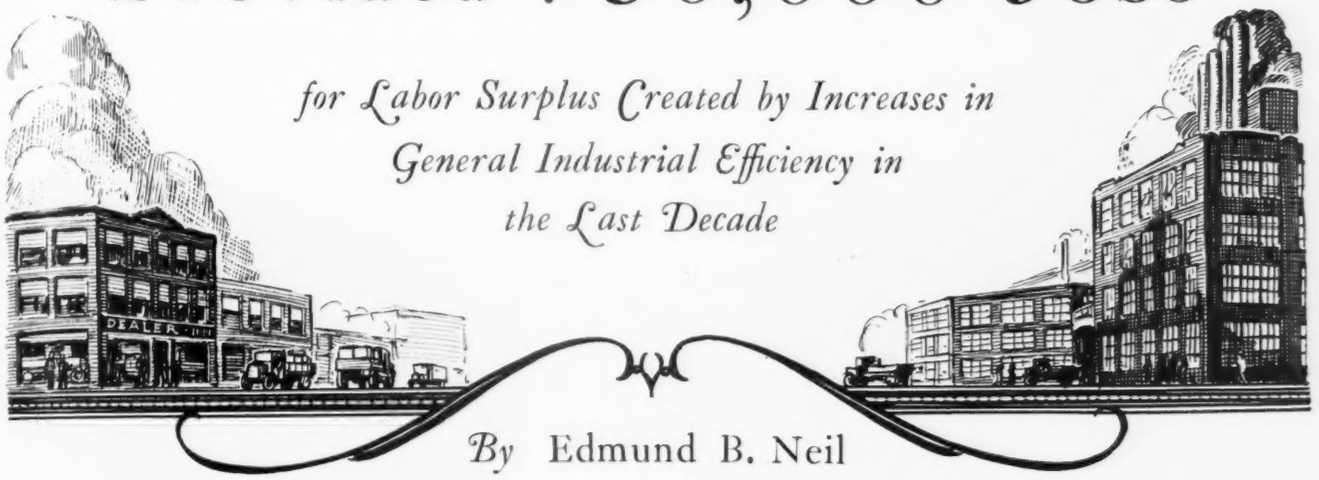
Table IV

Vocational Classification of Fleets of 10 or More Trucks Operating Own Service Stations

Vocation	No. Service Stations	Per Cent Operating Service Stations
Trucking	1,284	79
Milk & Milk Products	610	79
Bakers	463	81
Public Utilities	446	75
Laundry & Dyers	423	69
Petroleum	422	62
Fuel	410	78
Federal, State, Co. & City	382	72
Building Material	325	78
Grocers	323	71
Dept. Stores & Retailers	255	73
Brewers & Bottlers	245	79
Contractors	237	76
Ice	237	77.5
Meats	237	75
Road Builders	217	78
Lumber	186	67
Mfrs. Misc.	144	70
Paper & Printing	109	80
Food Prepared	84	64
Furniture	75	80
Chemicals	55	86
Feed & Cereal Products	52	91
Metals	45	89
Automotive	40	82
Passenger Transportation	40	88
Farms	32	71
Confectionery	25	71
Hotels & Amusements	22	80
Manufacturers of Machinery	20	90
Textile & Furs	19	71
Rubber	16	88
Schools & Churches	10	41
Marine	6	100
Artisans	4	57
Leather	2	67
Total	7,500	75

Automotive Industry Has Provided 750,000 Jobs

for Labor Surplus Created by Increases in General Industrial Efficiency in the Last Decade



By Edmund B. Neil

ASIDE from certain obvious benefits through the use of motor vehicles such as those relating to their application for the transportation of passengers and freight, have you ever stopped to think about some of the other less clearly defined, yet no less important benefits the production of motor trucks and cars has given to American life and more particularly the life of the average working man?

Mass production,—the making of large quantities of duplicate parts through advanced manufacturing methods—has been both praised and damned ever since it became a by-word in automotive parlance. It has been condemned by labor as detrimental and destructive to employment and then credited with being one of the elements most responsible for our present prosperity. It has been the subject of economic discussions in every country and yet in some has not received the attention and recognition that the results it has accomplished deserve. To many it seems good and to others not so worthy of merit.

With all this discussion constantly in the minds of everyone concerned, what can the automotive industry say about it? Not what it may say in terms of numbers of vehicles, value of products, assets, etc., but rather what has been its influence from the standpoint of social or economic gain to the individual, whatever his means of livelihood?

Through the use of improved manufacturing methods, nearly all industries have in the last decade been able to reduce materially the number of men required to produce not only the same but greater amounts of goods than formerly. This in turn has resulted in an increase in the number of men released from employment in many industries engaged in making consumable products, and would undoubtedly have created a situation of no small importance had not another factor been working at the same time. And here is where the automotive industry comes to the forefront. This may seem paradoxical since this industry has been a leader in the development of labor-saving methods, but it is true nevertheless.

The automotive industry through its leadership in improving manufacturing processes, in reducing waste, in lowering costs in all branches of its many-sided forms of activity *might have been* responsible for more unemployment than any other industry. Since 1912 it has been able to materially reduce the number and time of the men needed to build each vehicle it produces. In other words, it has decreased the number of man-hours required to build trucks, buses, cars, replacement parts and accessories which constitute the "goods" of its mass production machinery, until this number of man-hours is but one-sixth or even less than it was 15 years ago. Much of this has been accomplished recently. It is still engaged in this job of attempting to reduce further the so-called "human element" to an absolute minimum at every point possible. Yet if this is true, why do we say "might have been"? What other factors have served to counteract this reduction in the amount of work required to produce its output?

Automotive Employment Greater

Briefly what has happened is this. The automotive industry, through the development of its market for motor vehicles and allied products has been able to increase tremendously the size of its output, so that despite the decrease in the number of men required per car or truck made it has been able to continually employ more men than would have been possible if the size of the market had remained stationary. In fact the number of men is eight per cent greater than in 1919.

But this is only part of the story, for the industry has done far more than this. In fact it has been responsible for the re-employment of most of the men put out of work through the application of labor-saving methods in other industries, and has been authoritatively accredited with this achievement.

Through the creation of what may be termed a new industry—the "automotive sales and maintenance industry," it has been able to develop a new field of employment which has almost completely absorbed the men released from other lines of manufacturing activity. Dr. Julius Klein of the U. S. Department of Commerce recently stated that through this improvement in manu-

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Does It Sell

That's the Final Test of the of Truck Sales

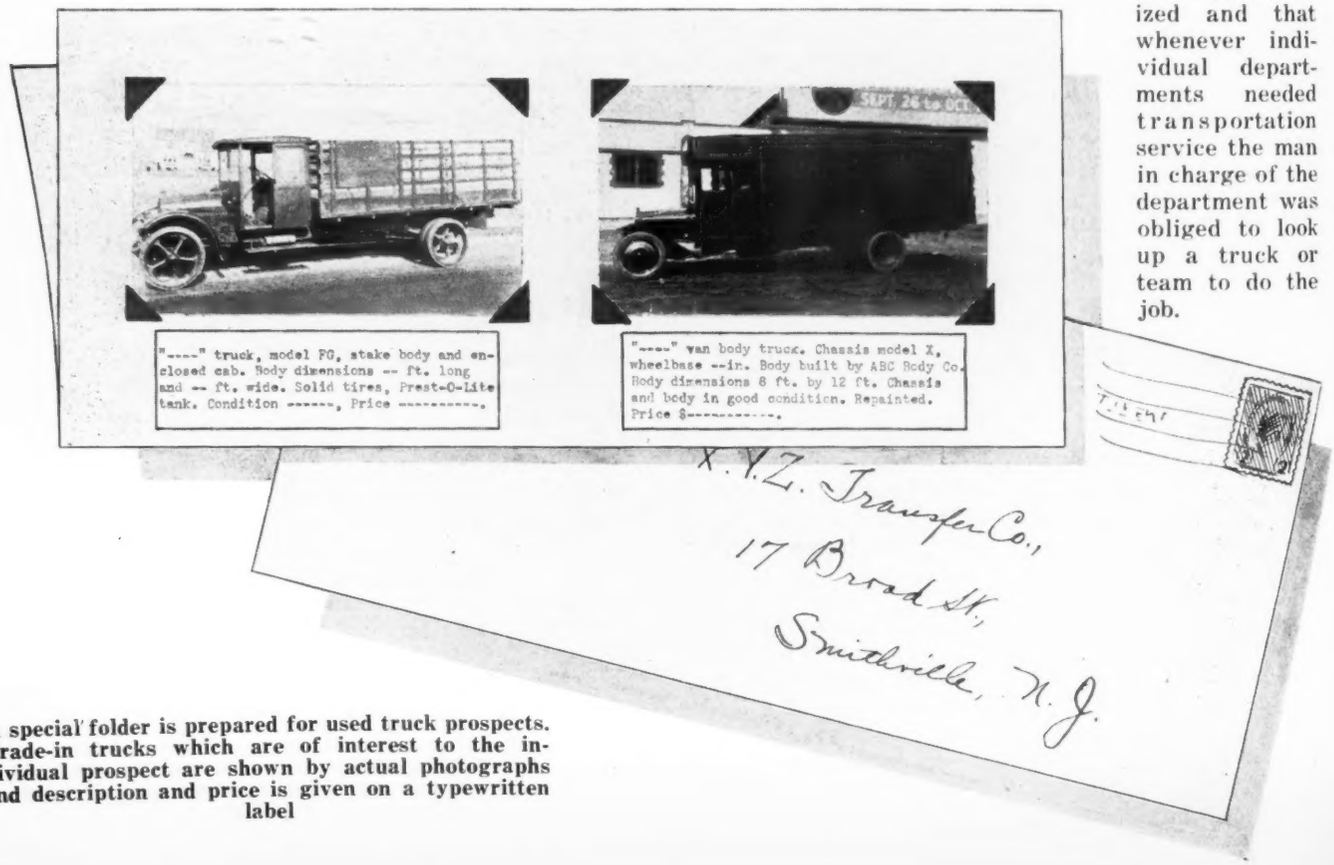
H. E. Taylor, vice-president and sales manager Broadway Garage, Inc., Trenton, N. J.

THERE are many standards by which a truck dealer organization may be judged. Selling against keen competition is one and analyzing transportation requirements of prospects is another. Getting and keeping confidence of owners and the securing of repeat orders are other criterions frequently used to gage the effectiveness of a dealer sales policy. The fact that a dealer assists owners for hire in selling the services of their trucks may be taken to indicate alertness.

The final test of any truck sales program, however, is whether or not it sells trucks at a profit. Judged by any of these standards, the work of H. E. Taylor, vice-president and sales manager, Broadway Garage, Inc., White truck dealers, Trenton, N. J., has been successful. "The year 1927 showed a satisfactory volume of sales at a very satisfactory profit," according to Mr. Taylor. These results have been accomplished without stunts, tricks or high-pressure sales methods. Two salesmen are associated with Mr. Taylor and he makes use of a simple but effective plan to control and direct their sales activities as well as to systematize his own work.

Successive sales of trucks were made to John A. Roebling's Sons Co., nationally known manufacturers of wire and cables, against keen competition which arose from the fact that the business of the Roebling company was of value to truck dealers as an advertisement to other prospective purchasers in the Trenton territory.

In advance work on the Roebling sale, Mr. Taylor found that the company was using horses and a few trucks, the latter dating back to the World War period. Investigating further he found that the fleet was not organized and that whenever individual departments needed transportation service the man in charge of the department was obliged to look up a truck or team to do the job.


"----" truck, model FG, stake body and enclosed cab. Body dimensions -- ft. long and -- ft. wide. Solid tires, Prest-O-Lite tank. Condition ------, Price ----------.
"----" van body truck. Chassis model X, wheelbase --in. Body built by ABC Body Co. Body dimensions 8 ft. by 12 ft. Chassis and body in good condition. Repainted. Price $----------.
X.Y.Z. Transfer Co.,
17 Broad St.,
Smithville, N. J.

A special folder is prepared for used truck prospects. Trade-in trucks which are of interest to the individual prospect are shown by actual photographs and description and price is given on a typewritten label

Trucks *at a* Profit?

Merits of any Plan Management

He went to the company with the suggestion that a survey be made of their transportation requirements by himself and transportation men from the White branch in Philadelphia and that they be allowed to make a recommendation. A survey was made, approximately 2½ years ago, and it included a thorough study of operating conditions at Trenton and at another plant operated by the company in the nearby town of Roebling.

A definite and detailed plan for motor transportation was submitted as a result of the survey. The plan stated the number of trucks required, the schedule on which they should be operated, recommended the building of a garage to house and maintain the trucks, and suggested that a dispatcher be employed to direct the movement of trucks.

The Roebling company accepted the recommendation and placed an order for several trucks. After a trial of the plan a few minor changes were made but the fundamental idea was retained. More trucks were put into service as the plan was carried into effect and there are now 13 in all.

To illustrate the value of gaining and keeping an owner's goodwill, Mr. Taylor cited the case of one of the largest fleet owners in Trenton, operating an intercity truck service between Philadelphia, Trenton, Newark and New York. When Mr. Taylor joined the Trenton White dealer organization four years ago this hauling company owned one White truck and since that time the number has been increased to 44. He kept in close touch with the company and gave all the advice he could about the solution of the problems which arose in the development of its business from a small beginning in 1918.

Some time ago this customer called Mr. Taylor and stated that his manager in Newark complained that he was not getting satisfactory service. Newark is not in Trenton territory, but Mr. Taylor determined to straighten the matter out, if possible. He went to Newark and talked with the service manager of the White organization and with the manager who had complained. As a result of the interviews he decided that most of the dissatisfaction was due to misunderstanding and he arranged with the service manager to go to Trenton and have a talk with his customer. The conference was successful and it put an end to the causes of complaint.

Friendly advice and counsel to two young men about to start in the hauling business enabled Mr. Taylor to sell them their first truck and follow it with eight others. He called on the men and found that they had a chance to get a contract to haul milk from farms near the town of Jobstown, ten miles from Trenton, to Philadelphia. The contract was open because of unsatisfactory service given by a hauler who was using a worn-out truck which caused frequent delays, displeasing both shippers and receivers of milk. Although the men had in mind buying a used truck, Mr. Taylor recommended that they buy a new truck, guarantee delivery according to schedule and charge a fair price for the service. He pointed out that the milk dealers in Philadelphia were business men and would be in favor of reliable transportation and he suggested that the men explain their plans to the dairy company. They followed his advice, bought one truck and put it to work, driving it themselves.

The new business prospered and a second and third truck were added. But success brought rivalry and a used truck dealer solicited the business at a reduced rate. The men came to Mr. Taylor for advice and he told them to maintain their prices and to combat the price-cutting idea with arguments based on their reliability of service. At his suggestion the farmer-customers of the truck owners were assembled in a meeting and Mr. Taylor put the issue squarely up to the farmers as to whether or not they would stick by the men who had given them reliable service when they needed it and had continued to

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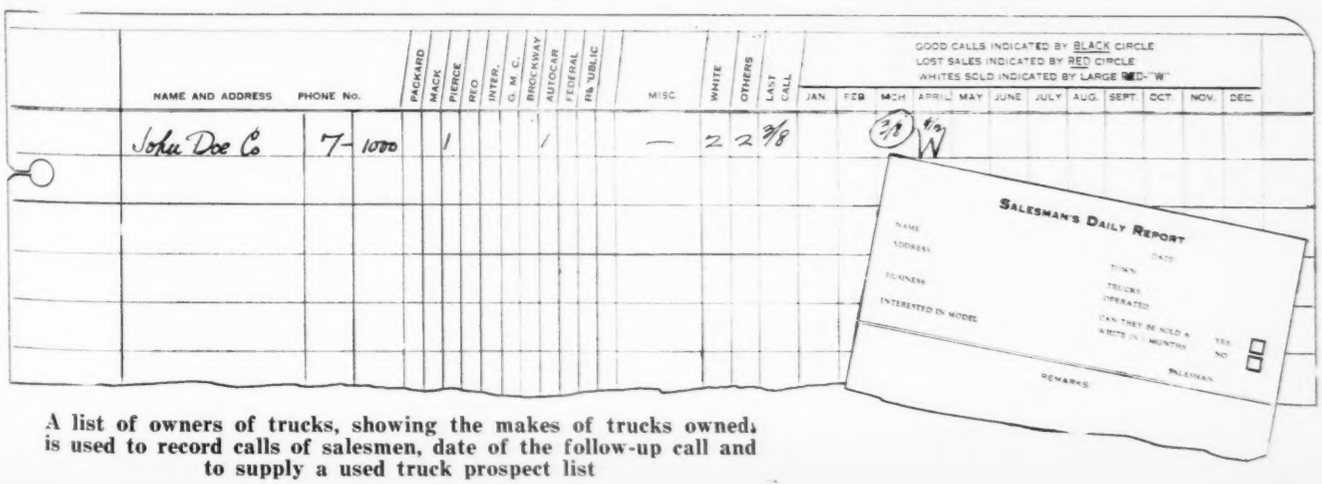


A list of owners of trucks, showing the makes of trucks owned, is used to record calls of salesmen, date of the follow-up call and to supply a used truck prospect list

The Editor's *Notebook*

What Causes Motor Vehicle Accidents

The man behind the wheel, and not any defects in the mechanism of the motor vehicle, is responsible for the overwhelming majority of highway accidents. This fact is re-emphasized by the annual analysis made by the Connecticut Department of Motor Vehicles of the causes of motor vehicle accidents in that state during 1927.

Recklessness of the operator caused 76 per cent of the accidents as compared with only 3½ per cent attributable to defective equipment. This comparison is not made to deprecate the importance of maintaining cars and trucks in safe operating condition, as anything the industry can do to reduce even the small percentage of accidents attributed to mechanical faults is certainly worth doing. Rather the intention is to emphasize that the main point of attack should be the vehicle operator.

Moreover, in our efforts to place every car and truck in safe operating condition, it is important not to lead the public to believe that defective equipment is responsible for the appalling total of highway accidents. Such belief would not be in accordance with the facts, would tend to obscure the main issue, and obviously in the long run will have an unfavorable reaction on our business.

The Man Behind the Wheel

The Connecticut accident analysis shows that if any real progress is to be made toward reducing automotive accidents, the main point of attack must be the man behind the wheel. He must be educated to an appreciation of his responsibilities to others and to himself. For those who are not susceptible to such education, strict law enforcement and stiff penalties are the only answer.

One thing of particular interest to the truck industry that the Connecticut analysis indicates is that the truck is no more dangerous than the passenger car despite the fact that accidents involving commercial cars almost invariably get front page publicity in the newspapers. In Connecticut 15.6 per cent of the registrations are trucks and buses and the analysis shows that commercial cars were involved in 17.6 per cent of the accidents. This difference has little significance in view of the fact that the average commercial vehicle averages more mileage annually than does the typical passenger car. A fair conclusion is that the average truck operator is at least as careful as the car driver.

Customers Talk at Sales Meeting

Any sales manager conducting regular sales meetings knows that providing either fresh topics or new shirts for old topics for discussion at these gatherings often becomes quite a task. Yet, if the programs are not kept live and interesting, the meetings don't accomplish their purpose.

One branch manager we talked to the other day gets his customers to help him solve this problem. Frequently at his weekly meetings he invites the transportation superintendent of a fleet customer to appear before the group and tell the salesmen about the transportation requirements of his business. This plan has the additional advantage that it fits in well with vocational selling, as by selecting the speakers properly, the salesmen are given a broad knowledge of the truck problems of a wide range of vocations.

Not Interested Because Not Interesting

A young chap starting out to sell trucks was given a list of prospects and sent out with instructions to make a telegraphic report of his activities at the end of each day. The first day he didn't have any luck and reported by wire that he hadn't been able to interest any one on whom he had called. About the middle of the forenoon of the next day he received a seven-word telegram from his boss which asked "What did you say to interest them?"

This incident occurred quite a few years ago when "Old Dobbin" was the motor truck's most serious competitor, but the recipient of that seven-word lesson in salesmanship has never forgotten it. Incidentally he is now the chief sales executive of one of the country's leading truck manufacturers.

Merits of New Parker Bus Bill Argued

Measure Has Bus Division and Railway Support—N. A. C. C. Opposes It

WHETHER Congress will pass any legislation placing interstate common carrier bus operators under Federal control at this session, continues to be doubtful. As this is written, the House Committee on Interstate and Foreign Commerce is holding hearings on the new bus regulatory bill introduced by Congressman Parker on March 24 at the request of the Bus Division of the American Automobile Association.

It is not altogether improbable that this committee will report the bill, perhaps in a considerably amended form, and the House of Representatives may act on it at this session. In view of the situation in the Senate, however, there is considerable feeling in Washington that no action will be taken by that body at this session which means, of course, no bus legislation until next winter at the earliest.

So far no opposition to the principle of Federal bus regulation has developed at the hearings, although the plan and extent of control provided in the Parker bill has come in for considerable criticism. The general attitude of the Committee also seems to indicate that it also is in accord with the contention that some Federal action is desirable.

The new Parker bill, designated as H.R. 12380, is in many respects similar to the Denison proposal which it supersedes. In addition to the Bus Division, it has the support of the American Electric Railway Association, the Association of Railway Executives, the American Short Line Railroad Association and the National Association of Railroad and Utilities Commissioners. Among those who have appeared to oppose various details of the bill are Earl Bagby representing the California Transit Co., Larue Brown for the National Automobile Chamber of Commerce, Dave Baker representing operators in Massachusetts, and a representative of independent operators in the Philadelphia-Camden area.

The major criticism of the new bill may be summarized as follows:

1—The extent of control provided is unnecessary at this time.

2—The plan of administration is impractical, cumbersome and expensive, and perhaps unconstitutional.

3—The rights of existing interstate operators are not adequately protected.

The intention of the new Parker bill is to regulate all buses operating in interstate commerce as common carriers including those furnishing irregular service as well as those operating over regular routes or between fixed terminals. Considerable question arose at the hearings as to whether the language used in the bill does not leave loop-holes that would permit evasion, particularly in the case of irregular operators.

Administration of the act through the boards in each state which regulate intrastate bus operation, is provided for, the Interstate Commerce Commission being empowered to act in states not having such boards and where a state board does not signify its intention to administer the proposed law. Joint boards consisting of representatives of state boards interested in a case may be created but their formation is not mandatory except in the case of a rate complaint. Any final action of a board or joint board may be appealed to the I.C.C. on the record of the proceedings before those boards. This method of administration is designed to retain control in the hands of officials familiar with local conditions.

State Participation Unlikely

As a joint board is not made mandatory in the case of an application for operating rights, the opponents of this plan of administration pointed out that it was unlikely that the states would participate in these joint boards where presumably a majority vote would control. By acting separately each state would have the power to veto any application. Consequently it was held that it would be necessary for the applicant to file his application with the board in each state into or through which it was proposed to operate or with the I.C.C. where it had jurisdiction as outlined in the preceding paragraph. Any or all of the records might be used as a basis of appeal to the I.C.C. Moreover, if the I.C.C. had acted for any state, it might

be asked to review its own findings in a particular case.

It was contended by the opponents that the application for operating rights should be filed with the I.C.C. which either should be empowered to pass on the matter directly after hearings which might be held locally by one of its examiners, or to refer the matter to joint boards on which each of the interested state would be represented. The joint board representatives would be nominated by the state boards and appointed by the I.C.C. It was not contended that this plan of administration would be simple but rather that it would be less complicated than the Parker plan and more likely to be sound constitutionally. In this connection, it should be recognized that where any important operating rights are involved, appeal is going to be made to the I.C.C. or whatever Federal body is designated to administer the law. Consequently, no matter what plan of administration through local officials is developed, the disadvantages and expense of dealing with a national commission can not be avoided completely.

Lack of Uniformity

The Parker bill makes it possible for each state board to attach to any certificate it issues such rules and regulations as it desires. This was attacked on the ground that the resulting lack of uniformity would lead to chaos and it was contended that the I.C.C. should promulgate these rules and regulations. In this connection, the present lack of uniformity among the states as to location of safety doors, maximum sizes and weights of buses, etc., was brought out.

The bill prohibits interstate bus operation without a certificate of convenience and necessity but carries in bona fide operation are given 90 days after the effective date of the act to file their applications and may continue operation until a final decision. In addition, the fact that a carrier has been operating continuously for at least one year prior to the effective date of the legislative session at which the bill becomes law, is accepted as *prima facie* evidence of convenience and necessity.

This simply means that an applicant qualifying under this clause is held to have proved convenience and necessity for his operation provided nobody is able to disprove it to the satisfaction of the regulatory authority. The opponents of the bill claimed that such evidence of operation should be accepted as conclusive and moreover that where highway or other uncontrollable circumstances have prevented continuous operation, an exception should be made so that an applicant would not lose his prior rights under this clause.

In view of the fact that "public convenience and necessity" has been so variously defined in both state laws and court decisions, it was contended that it should be defined in the bill for the guidance of the administrative authority. Particular emphasis was placed by the opponents of the bill on the fact that the only thing it specifically directs the regulatory authority to take into consideration in determining convenience and necessity is the effect the proposed service may have on existing transportation agencies and service. It was held that the need for additional transportation service should be the determining factor, not the effect that such service might have on the revenues of other carriers. This would necessarily involve the consideration of existing transportation service but would make service to the public rather than the protection of private interests the test.

In order to secure a certificate under the Parker bill, it would be necessary for the operator to file a bond or insurance policy, or to demonstrate his financial ability to pay accident claims. The desirability of such a provision was accepted by everyone but it was urged that the bill should be worded so that an operator would not have to meet this requirement in each state separately, but could establish his financial responsibility for the whole operation.

The bill also provides for the filing of tariffs, that they must be just and reasonable and they must be adhered to. On complaint that any rate is unjust or unreasonable, the facts are determined by a joint board but the rate is not suspended while the proceedings are pending. This provision was generally interpreted to permit fixing of maximum rates but not of minimum fares. The opponents of the bill claimed that there was no need for rate regulation at this time for one reason because the private automobile provides an effective check on rate increases. Moreover, it was stated that bus operators had found it better to get volume traffic by making rates as low as practical rather than try to maintain high rates which would tend to restrict public use of the buses. For this reason it was contended that it was better to wait until rate abuses arise, rather than to regulate rates now.

It was argued all that is needed at the present time is a law providing for the granting of certificates of public convenience and necessity for interstate bus operation, a requirement that bus operators file a bond or otherwise establish their financial responsibility, and a "grandfather" clause protecting existing operators. Inasmuch as the authority granting the certificate would also have the power to revoke or to grant additional certificates for a particular route, the public would be properly protected. Later on if the need for more detailed regulation develops, additional legislation can be enacted.

Whether it is possible to get such a bill through Congress is, however, an open question. The Bus Division has taken the position that the need for Federal legislation along the lines indicated in the preceding paragraph is imperative and, in order to get it as soon as possible, it is willing to accept regulation of the type and scope provided in the new Parker bill. Others contend that Congress can be induced to pass a bill providing less extensive regulation. Still others believe that no regulation at all is preferable to the extent and method of control proposed in H.R. 12380 which in their opinion would restrict the growth of bus transportation. The problem has so many angles and there are so many conflicting interests to complicate it that it is no wonder that it is proving so difficult to reach a middle ground acceptable to everyone.

"Nothing to Do But Call"

Editor, Commercial Car Journal:

Having read the article written by Mandus E. Bridston in Feb. 20 issue of COMMERCIAL CAR JOURNAL, headed, "These Men Have Nothing to Do But Sell," it seems to me this title should read, "These Men Have Nothing to Do But Call."

Throughout the entire story the word "Call" is used instead of "Sell," so that according to this plan a salesman goes out to "Call" on a prospect when he should be going out to "Sell" a prospect.

Mr. Lang, general manager of the Seattle Federal Branch, who is using this system, says that his firm finds its men make about 225 "New Calls," and still give proper attention to warm and hot prospects; he omits mentioning how many "Call Backs" were made on prospects of the previous months and no mention is made of the number of "Calls" necessary on old owners.

Now, after reading this statement you have to frankly admit that any man working on this basis is nothing but a "Caller," for it would be impossible for him to be a salesman; he wouldn't have any time to "Sell."

In this account Mr. Lang says, "The average salesman refuses to worry about details, so we have removed them from his shoulders."

Of course the "Average Salesman" shuns detail, in fact he has no time to do anything but try and hold his position with the minimum amount of work necessary to take care of his drawing account; but: how about the salesman who is above the "Average."

You usually find in every selling organization one or two men who stand out head and shoulders over their fellow workers. These men seem to lead in sales with monotonous regularity month after month. These men are the ones that do pay attention to details, who go out and use their brains on their own initiative, who are not held down by the mental hazard of having to average so many "Calls" per day, per week, or per month.

(Turn to page 24, please)

Commercial Car Journal

Flat Rate Price List Number 16

Front Axle and Steering

REO

Speedwagon Jr.

Front Axle

2. Remove and reinstall axle center, four-wheel brake type	$12.50
3. Straighten axle after axle has been removed	5.75
5. Remove and reinstall or renew both right and left knuckle assemblies, four-wheel brake type	10.00
6. Renew king pin and knuckle and axle bushings on one side after knuckle has been removed	1.00
7. Renew all front system bushings, pins and thrust washers, four-wheel brake type. (Do not include wheels and drag link.)	13.50
9. Renew tie-rod yoke ends or ball joints, include tramming front wheels	3.25

Steering

11. Remove and reinstall steering gear assembly	$ 7.25
13. Adjust steering system to take out lost motion at all points	2.50
14. Overhaul steering gear housing assembly	12.50
15. Renew column jacket bushings	4.25
16. Remove and reinstall steering wheel	2.50

STAR FOUR

Commercial chassis

Front Axle

1. Remove and reinstall axle center, two-wheel brake type	$ 7.00
3. Straighten axle after axle has been removed	2.00
4. Remove and reinstall or renew both right and left knuckle assemblies, two-wheel brake type	2.50
6. Renew king pin and knuckle and axle bushings on one side after knuckle has been removed	.90
8. Renew all front system bushings, pins and thrust washers, two-wheel brake type. (Do not include wheels and drag link.)	4.50
9. Renew tie-rod yoke ends or ball joints, tramming front wheels	1.15

Steering

11. Remove and reinstall steering gear assembly	$ 3.50
12. Free up all parts of steering system. (Does not include removing steering gear or king pins.)	3.25
13. Adjust steering system to take out lost motion at all points	1.50
14. Overhaul steering gear housing	4.00
15. Renew column jacket bushings	.90
16. Remove and reinstall steering wheel	.75

STUDEBAKER

¾-ton Delivery

Front Axle

2. Remove and reinstall axle center, four-wheel brake type	$12.90
3. Straighten axle after axle has been removed	5.50
9. Renew tie-rod yoke ends or ball joints, include tramming front wheels	2.25

Steering

11. Remove and reinstall steering gear assembly	$7.60
13. Adjust steering system to take out lost motion at all points	5.25
14. Overhaul steering gear housing assembly	12.50
15. Renew column jacket bushings	4.50
16. Remove and reinstall steering wheel	2.40
17. Tighten steering gear housing to the frame	.75

Prices for other models appeared in previous issues. This list is alphabetically arranged.

Springs

ARMLEDER

Spring operations were given in the December issue on page 22.

BROCKWAY

Models E, EYW, S, SK

1. Tighten all spring clips (U-bolts)	$2.00
2. Renew one clip, front	1.00
(B) Renew one clip, rear	1.25
4. Renew all spring and bracket bolts and bushings on all springs	7.50
5. Renew spring and bracket bolts and bushings on one front spring after spring has been removed	1.50
6. Renew spring and bracket bolts and bushings on one rear spring after spring has been removed	2.00
7. Renew spring center bolt, front	3.00
8. Renew spring center bolt, rear	6.00
9. Remove and reinstall or renew one front spring	2.50
10. Remove and reinstall or renew one rear spring	3.75

Models SY, K, R, RT, T, BT

1. Tighten all spring clips (U-bolts)	$3.00
2. Renew one clip, front	1.00
(B) Renew one clip, rear	1.50
4. Renew all spring and bracket bolts and bushings on all springs	10.00
5. Renew spring and bracket bolts and bushings on one front spring after spring has been removed	1.50
6. Renew spring and bracket bolts and bushings on one rear spring after spring has been removed	2.00
7. Renew spring center bolt, front	3.00
8. Renew spring center bolt, rear	6.00
9. Remove and reinstall or renew one front spring	$2.50
10. Remove and reinstall or renew one rear spring	6.00

CHEVROLET

1-ton

1. Tighten all spring clips (U-bolts)	$0.75
2. Renew one clip, front	.60
(B) Renew one clip, rear	1.25
3. Adjust side play in all shackles	1.00
4. Renew all spring and bracket bolts and bushings on all springs	8.00
5. Renew spring and bracket bolts and bushings on one front spring after spring has been removed	1.00
6. Renew spring and bracket bolts and bushings on one rear spring after spring has been removed	1.00
7. Renew spring center bolt, front	1.75
8. Renew spring center bolt, rear	2.25
9. Remove and reinstall or renew one front spring	1.50
10. Remove and reinstall or renew one rear spring	2.25

FORD

Model TT

1. Tighten all spring clips (U-bolts)	$2.15
2. Renew front clip	.60
(B) Renew one clip, rear	1.50
4. Rebush springs and perches, front	1.75
(B) Rear	4.00
5. Renew spring and spring perch bushings on one front spring after spring has been removed	.75
6. Renew spring bushings on rear spring after spring has been removed	.50
7. Renew spring center bolt, front	$1.75
8. Renew spring center bolt, rear	2.00
9. Remove and reinstall or renew one front spring	2.00
10. Remove and reinstall or renew one rear spring. (When not necessary to remove body)	3.50
Both	6.00

F. W. D.

Spring operations were given in the December issue on page 22.

GARFORD

Spring operations on all models were given in the December issue on page 22.

GRAHAM BROTHERS

1½—2-ton

1. Tighten all spring clips (U-bolts	$0.50
2. Renew one clip, front	.50
(B) Renew one clip, rear	.75
3. Adjust side play in all shackles	1.65
4. Renew all spring and bracket bolts and bushings on all springs	11.80
5. Renew spring and bracket bolts and bushings on one front spring after spring has been removed	1.50
6. Renew spring and bracket bolts and bushings on one rear spring after spring has been removed	1.80
7. Renew spring center bolt, front	1.00
8. Renew spring center bolt, rear	1.30
9. Remove and reinstall or renew one front spring	1.25
10. Remove and reinstall or renew one rear spring	3.25

Prices for other models will be given in a later issue.

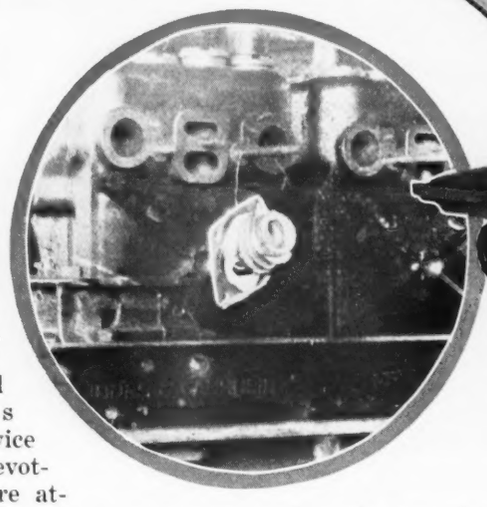
Are You Equipped *to*

Means of Re Power Plants Exchanges

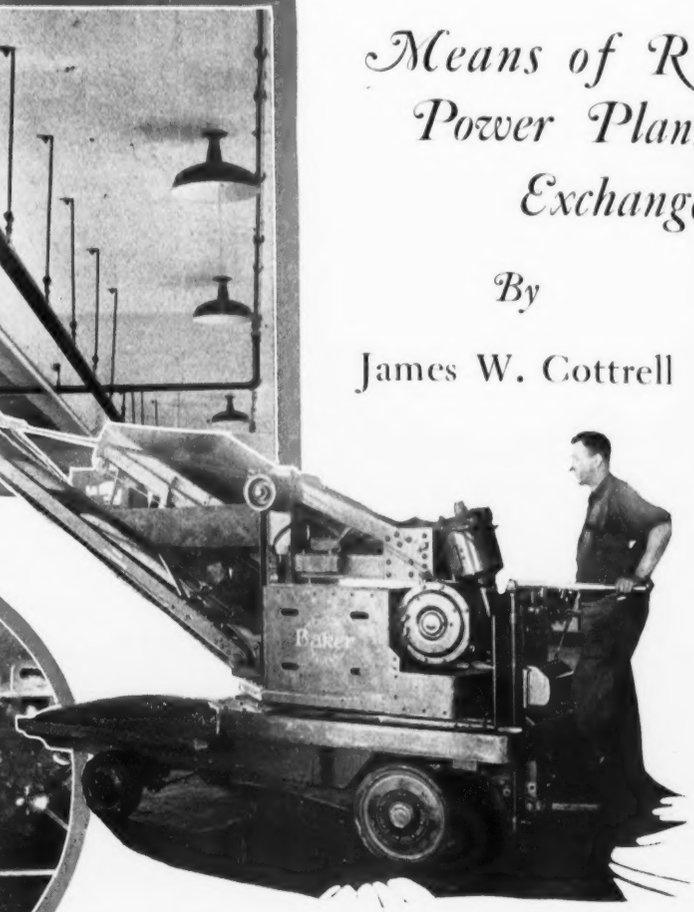
By

James W. Cottrell

Engines may be hoisted and moved about the shop by a chain hoist on an overhead monorail



Time lost hunting for gaskets for rebuilt engines is saved by attaching a complete set to the engine in the stockroom



Electric industrial trucks equipped with power cranes are employed for lifting engines from chassis and taking them to and from the engine overhaul department

THERE are several reasons why service managers are devoting more and more attention to the subject of removing and replacing engines. One of these is the increased use of the exchange unit plan which has been developed in order to reduce idle time of vehicles undergoing repairs. A second reason is that in some cases time can be saved by removing an engine for jobs ordinarily done with this unit in the chassis. The so-called "top-overhaul" of engines comes in this class. Aside from any other motive the fact that a lot of time can be wasted in taking an engine out of a chassis and putting it back is causing those in charge of service stations to check up on this operation.

Engine Exchanges Should Save Time

The plan of exchanging engines when an engine in a customer's truck requires a general overhaul has been adopted by many shops. Instead of keeping the vehicle in the shop for three or four days, or perhaps more, while the job is being done the engine is taken out and another substituted for it. It is very desirable that the time and cost of making the exchange be small. The sooner the truck is back in service the better the owner is pleased and he is apt to express disapproval of any excessive charge for swapping engines.

If pits or ramps are not available there is a handicap on work done beneath a chassis. On a top overhaul which involves reconditioning cylinders, fitting new pistons, pins and rings and adjusting connecting rods and main bearings and, perhaps, install a new camshaft drive there is a lot of work to be done under the engine. It therefore becomes a question whether to put up with the handicap or to remove the engine. Several factors enter into a decision such as the accessibility of various parts, cab and cowl construction, etc., but the final argument usually is the ease with which the engine can be removed with the facilities available in the shop.

Many shops which are otherwise well-equipped are lacking in adequate means for lifting an engine or unit power plant out of a chassis and moving it to the engine repair section after it has been removed. The operation "Remove and replace engine" which is commonly noted on repair shop orders as "R & R engine" can be performed without any special equipment by the exercise of ingenuity and patience. Serv-

R. & R. Engines Economically?

moving and Replacing Affects Cost of Engine and Top Overhauls

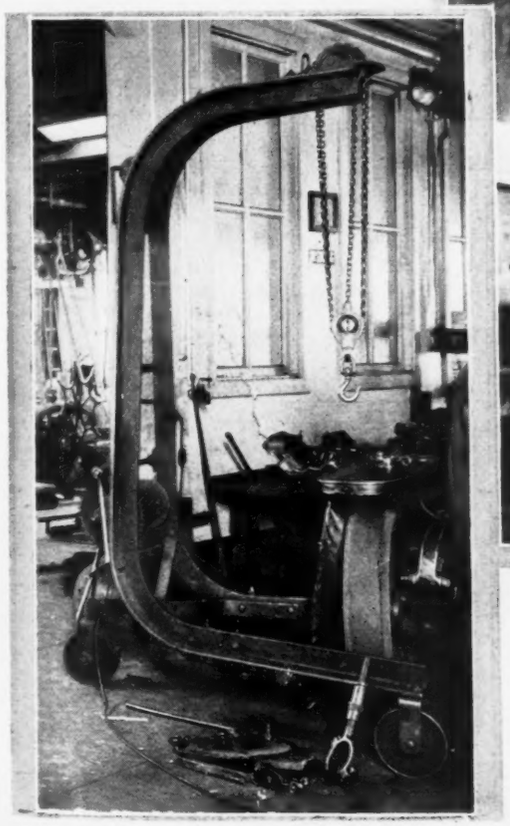
ice managers who gave no special thought to the matter often have found when they looked into in that the methods used in their own shops were more ingenious than efficient.

The primary requisite of efficiency in removing an engine is a means of lifting and lowering it easily and surely. Rope and pulleys were available for such work before there were automobiles to repair and it was natural that block and tackle was used for hoisting engines. Chain hoists were developed for this purpose and the ease with which an engine can be lifted and supported at any desired height by one man using a hoist made them popular.

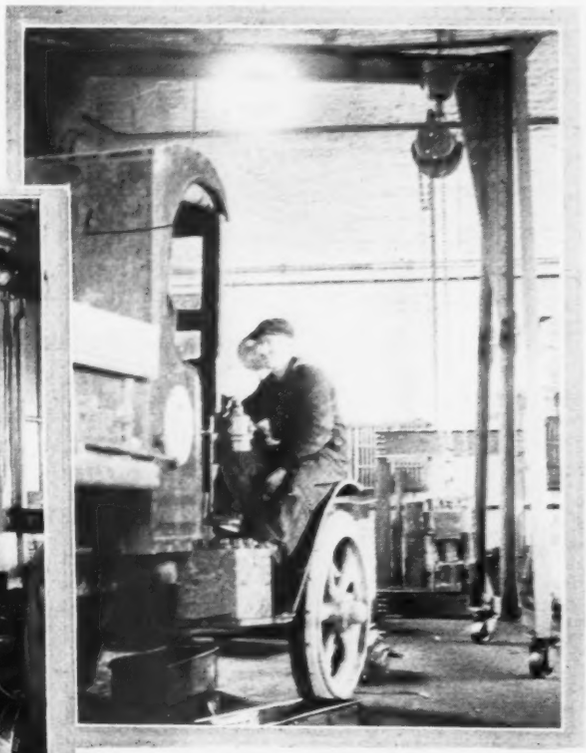
Secondary to lifting is the need of moving the engine to the place where it is to be repaired. If an ordinary hoist is attached to an overhead beam or girder and the engine is lifted it is necessary to make use of other equipment to move the engine. Perhaps the simplest is to move the truck out of the way and lower the engine to a low hand truck or dolly. The engine can then be wheeled to any desired place.

Another method of moving an engine is to mount the hoist on an overhead track, or monorail system. After the engine is lifted from the frame it can be moved throughout the extent of the monorail without lowering it to the floor. In such installations the overhead track is usually carried to the engine department so that engines can be placed on engine stands.

In some cases it is desirable to be able to move the hoist in two directions, crossways of the building as well as lengthwise. This is accomplished by means of an overhead crane with a rectangular frame mounted on two overhead tracks spaced as far apart as the desired crosswise movement. The hoist can be moved from one end to the other of the rectangular frame and the two can be moved as a unit from one end of the track to the other. This arrangement makes it possible to pick up or to deposit an engine anywhere within the area enclosed by the overhead tracks. Portable floor cranes combine the lifting and moving functions previously mentioned. There are several different types of which the double A-frame with a connecting bar and the horizontal U-frame on which is mounted a curved lifting arm may be used as examples. Both types are supported on large wheels or casters so they can be moved about the shop while holding heavy weights.



Below: Portable floor cranes may be moved to any position to remove or replace an engine



Above: Double A-frame portable floor cranes are used to support chain hoists for engine removal

Electric industrial trucks with power operated cranes have been adapted for this combination lifting and moving service. These trucks are equipped with storage batteries which furnish power to move the truck as well as to operate the winch in the crane. In large establishments of several floors these cranes are useful for transporting engines to another floor for repairs after removal from the chassis.

(Turn to page 32, please)

C. C. J. Shop Hints

Testing Oil Passages

Oil passages in crankcase and oil pans may be tested by water from a hose. A nozzle which will fit the opening is provided and water is turned on and allowed to flow through the oil lines. If the lines are all clear a stream of water will come out of each. If one opening is clogged the nozzle is placed against it and the flow continued until the obstruction is removed.

Water under pressure will reveal a partially obstructed passage which is difficult to determine from the discharge of air.—Theodore Schelling, Port Richmond, Staten Island, N. Y.

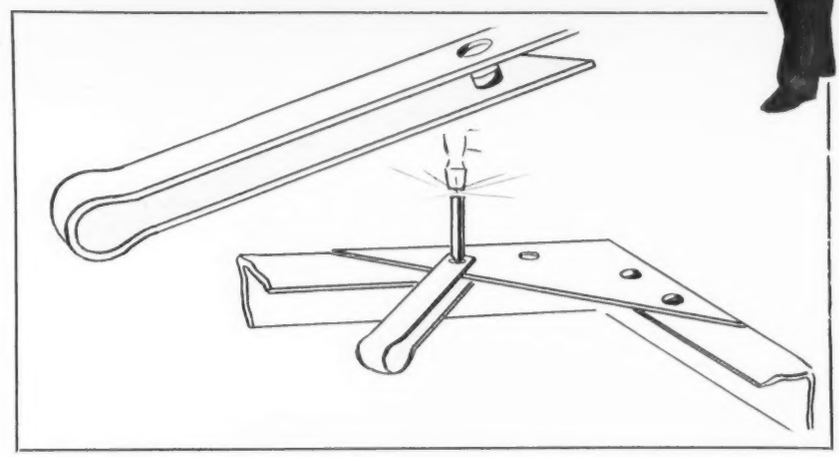
Portable Rack for Drain Pans

A box mounted on casters is used for storage of metal drain pans in the shop of the International Harvester Co., Columbus, Ohio. Pans are placed on end and are spaced by cleats nailed to the sides of the box. The entire assembly can be moved about the shop and located at a point most accessible for mechanics.

A similar idea is used for handling discarded parts. A box on casters is used as a receptacle and it is moved about the shop at will.

Device for Piston Ring Fitting

Where a ring gage is not available a jig made from an old piston may be used for fitting piston rings to cylinders. The piston is cut off just above the bottom ring groove and a deep V-slot is cut through the ring space at a point opposite the piston pin bore. An old piston pin is used as a handle. The ring is placed in the groove and the piston pushed in the cylinder bore. The gap of the ring can be seen and measured easily.—Dick Cole, California.



The pin on the lower arm and the hole in the upper arm locate rivet holes in a gusset plate

EARN FIVE DOLLARS

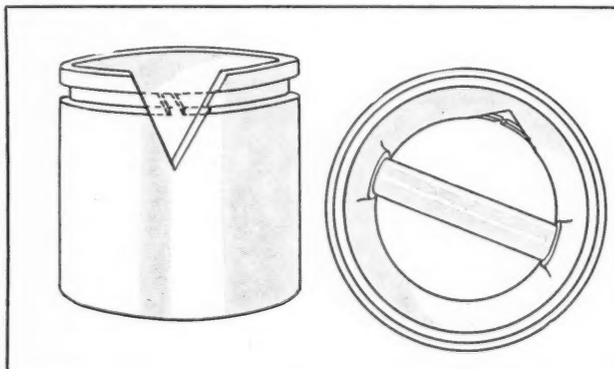
Commercial Car Journal will pay $5 for each new idea it accepts. Give exact dimensions of parts and send photographs or rough drawings

Aid in Riveting

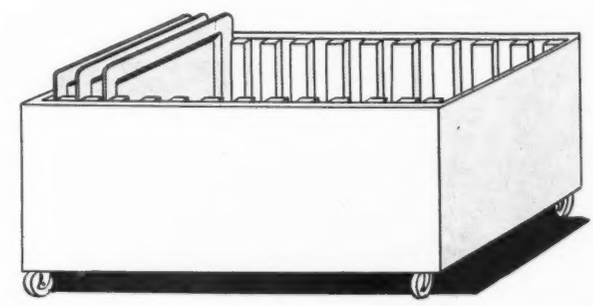
The device shown is used by W. B. Lewis, Maccar Sales Co., Trenton, N. J., to locate the position for drilling rivet holes in truck frames or cross-members. In such work a new piece being applied is drilled to correspond with the rivet holes in the frame members.

Position of the hole to be drilled is determined by placing the round lug of the tool in the hole in the frame and centerpunching through the hole in the tool, as shown. The tool must be held parallel with the frame.

The tool is made of a piece of strap iron about 1½ in. wide bent in a long U. The lug is 5/16 in. diameter and is placed through a hole in the end of the arm of the tool and welded from the back. If larger size holes are to be positioned a bushing may be used.



A piston cut with V to serve as a temporary jig for ring fitting



A box of simple construction used for storage of oil drain pans

Month's *New* Trucks *and* Buses

Autocar

AUTOCAR has announced a new 2½-ton, six cylinder model for high speed, long-distance work. Designated as Model T, this model is powered by a 4¼ x 4¾ in. engine mounted in the conventional manner and featured by a dual range transmission.

Engine lubrication is by pressure feed with a gear pump inside the crankcase. Carburetion is through a special truck type plain-tube carburetor equipped with aircleaner and fed by vacuum from a 31-gal. tank. A hot-spotted Swan manifold is used. The cooling system includes a fin-tube type radiator, centrifugal water pump and fan.

The engine, two-plate clutch and transmission are mounted in unit. The dual range transmission, which provides a further reduction of 1.78, however, is mounted back of the regular transmission. The auxiliary transmission together with the regular 4-speed transmission provides a range of eight speeds.

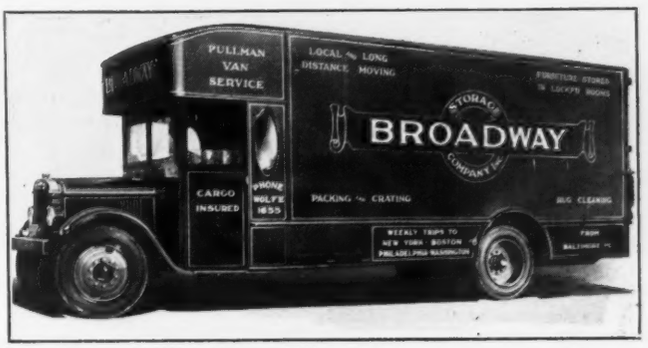
Service brakes are internal operating on the rear wheels and providing a total braking area of 328 in. The hand brake operates on the propeller shaft. The steering gear is of the cam and lever, semi-irreversible type.

Final drive is through a full floating double reduction, bevel and spur gear rear-axle. Wheel and axle bearings are Timken.

The frame is of pressed chrome nickel steel tapered at both ends and of 9 in. depth, 3 in. flange and ¼ in. thickness. Semi-elliptic, silico-manganese steel springs with auxiliary springs in the rear support the frame.

Pneumatics with dual rears are standard, being 34 x 7 in. all around. The wheelbase is 213 in.; front tread, 65 in.; distance back of seat to end of frame, 17 ft.; overall length, 25 ft. 9 in.; overall width to outside hub of rear wheels, 82¼ in.

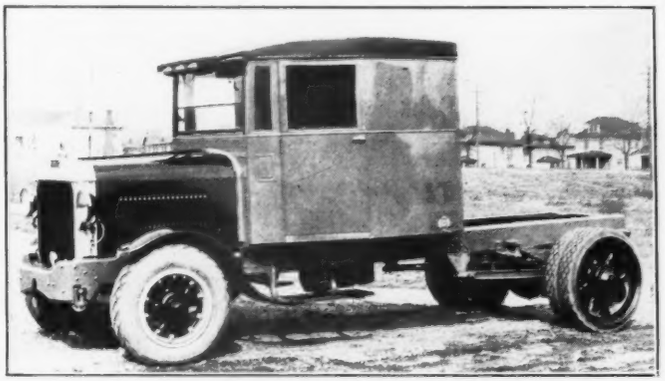
The chassis is designed to carry bodies up to 18 ft. Special body designs for special requirements are available.



Model T, Autocar's latest addition. It is a 2½-ton chassis designed for high speed, long distance van service

Duplex

A 5 to 7 ton tractor for semi-trailer and four-wheel trailer operation has been added to the line of the Duplex Truck Co., Lansing, Mich. This new unit, designated as Model M, is also built as a five-ton truck. While it is built to a standard tread of 69½ in. the wheelbase is optional.



New 5 to 7-ton Duplex tractor for semi-trailer and four-wheel operation. It is powered by a six-cylinder 4½ x 6 in. Buda engine

It is powered by a six-cylinder, 4½ x 6 in. Buda engine, Model GL-6, having an S.A.E. brake horsepower rating of 110. Lubrication is full pressure and the cooling system includes a centrifugal pump. A high tension magneto furnishes ignition and carburetion is by Stromberg, gasoline being fed by vacuum from a large tank located under the driver's seat.

Power is transmitted through a Brown-Lipe multiple disk clutch to an amidships transmission of the same make providing seven speeds forward and two reverse. The two propeller shafts are each equipped with two joints. Final drive is through a full floating, worm-drive, Timken rear axle. The front axle is a drop forging. Both service and emergency brakes are internal and operate on rear wheel drums, 21 x 4 in. Four semi-elliptic alloy steel springs support the frame which is 9 in. section, 11/32 in. thick and of wide flange. Steering is through Ross cam and lever gear.

Metal wheels are used in this model but tire equipment is optional. Standard equipment calls for 34 x 7 in. solid duals in the rear.

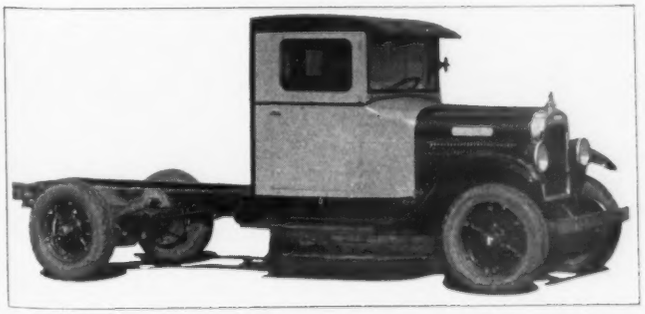
Standard equipment includes speedometer, electric horn, etc.

Federal

A NEW 1½ to 2-ton high speed model is being offered by the Federal Motor Truck Co. This unit, designated as Model A6, is equipped with a six-cylinder, seven-bearing crankshaft Continental 16 C engine, developing 67 hp. at 2700 r.p.m.; a four-speed amidships transmission and a bevel gear drive rear axle. The truck is available in either the 151 in. standard or 163 in. wheelbase.

Lockheed hydraulic four-wheel internal brakes are standard, supplemented by a propeller shaft brake with the expanding shoes mounted on the rear of the transmission case and the drum mounted over the first universal joint. Drums are 16 in. diameter and take 2½ in. lining.

The engine has a bore and stroke of 3⅜ x 4⅝ in., giving a piston displacement of 248.25 cu. in. Lubrication is by pressure to main, crankpin and camshaft bearings and timing gear case, the pump being located in the sump.



Six cylinder 1½ to 2-ton Federal A6 Speed Model. It has a four-speed amidships transmission and is equipped with Lockheed internal four-wheel brakes

Electrical system includes starter, generator, horn, head, tail and instrument board lights.

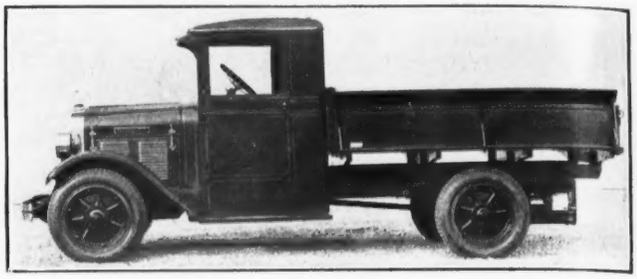
The clutch is of the single plate type and between it and the transmission is a fabric universal joint. Located back of the cab, the transmission is supported by four bolts from two frame cross members, the two front bolts holding a trunnion mounting. By removing the bolts and disconnecting the gear shift links, the entire assembly can be dropped. Back of the transmission are two metal universal joints.

Reduction for the bevel gear drive rear axle is 6⅜ to 1 standard, with optional ratios of 5.6 and 5.00 to 1. The pinion is straddle mounted, with a double row ball bearing in the front and a single in the rear. Cam and lever steering is used.

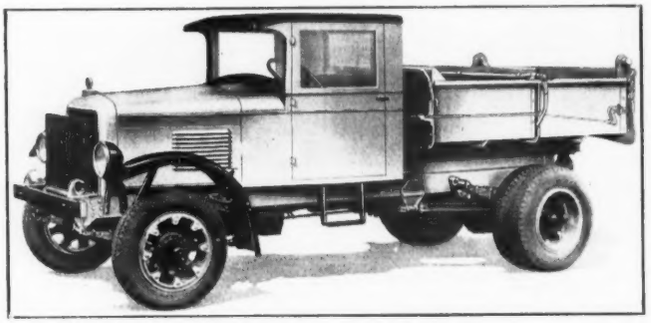
Pneumatic tires are mounted on 20 in. steel spoke wheels. Tires are 32 x 6 in. front and 34 x 7 in. rear, with 32 x 6 in. dual rear optional. Where the copper oil lines for the braking system pass through crossmember brackets in the side rail they are supported in rubber bushings, while connections to the brakes themselves are made through the use of pipe fittings screwed into the lower side member flange, to which the piping is screwed above and below. Pipe lines extending over the rear axle are steel clad.

speeds forward and two reverse. Model 127A has a speed of 25 m.p.h. in direct and 30 m.p.h. in overdrive. Model 627A provides 30 and 35 m.p.h. respectively in the same positions.

Steering is through gear of the cam and lever type and the frame is of heat treated pressed steel. Both models are pneumatic tire equipped, 32 x 6 in. front and 34 x 7 in. dual rear. The patented "Tors-Elim" three-point suspension mounting of engine and radiator units is used on these two models. This mounting provides a support for the radiator, hood, cowl and cab and is designed to free these units from torsional strain and vibration to which the chassis is subjected. Because there is no movement of the hood in relation to the cab or radiator the makers claim prevention of hood squeaks, wearing out of hood lacing and marring finish on cowl of cab and radiator. When a cab is specified, which is furnished as extra equipment, it is provided with the same three-point mounting. This cab follows the same lines and appointments as the present Indiana De Luxe cab, but is somewhat roomier and has an all-metal roof. The gasoline tank is located under the seat of the cab and is also three-point mounted.



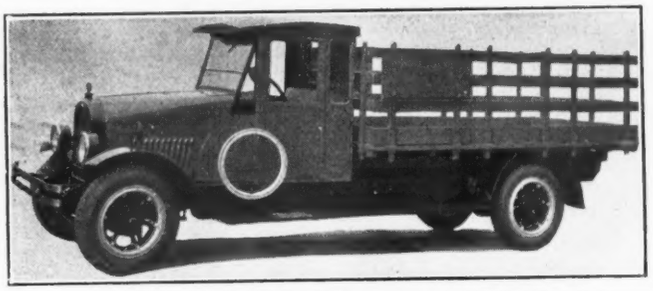
New one-ton, six cylinder, Model 150 Diamond T priced at $1,095. Both this and the new two-ton model were described in detail in the March issue of Commercial Car Journal, page 21



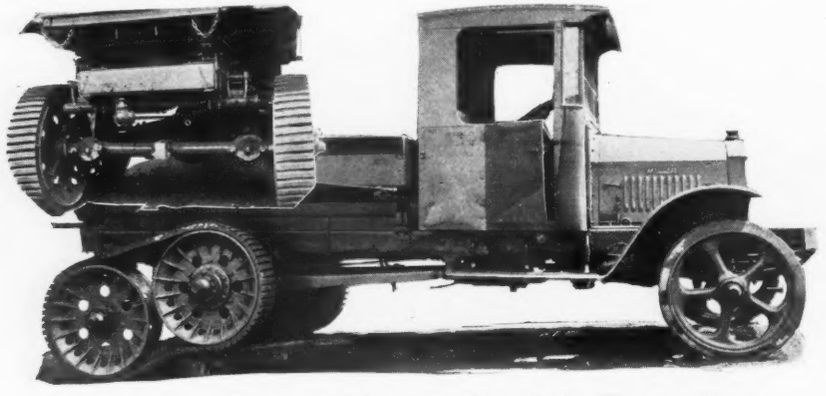
Model 127-A, one of the two new three-ton road builders recently announced by Indiana. This model is powered by a four-cylinder engine

Indiana

TWO new three-ton road builders have been added to the line of the Indiana Motor Truck Division of the Brockway Motor Truck Corp. These units, designated as models 127A and 627A, are powered with 4¼ x 5¾ in. four-cylinder and 3¾ x 5 in. six-cylinder engines respectively. The transmission in each model is mounted in unit with the engine and provides five



Two-ton Larrabee Model X-33, one of a line of six-cylinder trucks ranging from one to five tons capacity offered by the Larrabee-Deyo Motor Truck Co., Inc., Binghamton, N. Y. It is furnished in two wheelbases, 160 in. and 176 in. and equipped with a Continental 8R engine, and 4-speed transmission



The crawler type rear drive assembly of the Maccar "Sure-Trac" truck provides flexibility for operation under difficult conditions. The track is of V-section and is made of rubber

Omort

A TRUCK designed for road patrol and maintenance work is being manufactured by the Greenville Mfg. Wks., Greenville, Ohio. It is equipped with a hopper type body with dump and feed openings and a grading blade and is intended to be operated by one man, the name being made up of the first letters of "One-Man Operated Road Truck." The engine is a four-cylinder Hercules Model O, 4 in. x 5 in., mounted in a unit with a Fuller multiple disk clutch and a Fuller Model S-U-12, 3-speed transmission.

Drive is by 2½ in. tubular propeller shaft with oil type joints to a jack shaft and by roller type chain to the rear wheels.

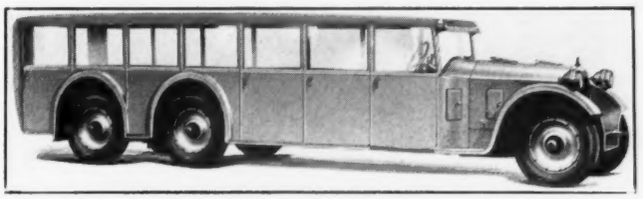
The jack shaft has a worm type differential. The rear axle is solid alloy steel of square section.

Service brakes are internal on rear wheels and the hand brake is external, operating on a drum at the rear of the transmission. Tires are 33 x 5 in.

pneumatic on the front, and 34 x 7 in. cushion solids on the rear. The radiator is a Perfex, and electrical units are by Auto-Lite, and include distributor, generator and starting motor.

The hopper has a depth of 40 in. and width at the bottom is also 40 in. The width of the hopper at the top is 56 in. The dump gate opening is 6¼ in. x 30 in. and the feed gate opening is 38 x 8 in. The length of the grading blade is 80 in.

The cab is fully enclosed of semi-steel with roller doors and a ventilating windshield. Control is entirely from the driver's seat. The drag is controlled by two levers located at each side of the driver and the latch holding the rear dump gate can be tripped from the driver's seat. The sliding valve gate is controlled by a single lever.



New six-wheel Whitcomb bus has unit constructed chassis and body, independent springing of front wheels and two worm drive axles

Standard equipment includes speedometer, dash light, electric horn, electric starter and lights, in addition to the usual items.

The weight of the complete vehicle is 6000 lb., with a capacity of 2½ cu. yds. or 3½ tons. The wheelbase is 124 in. and the recommended maximum speed 18 m.p.h.

Maccar

A TRUCK with a flexible crawler-type rear drive which embodies a V-section rubber track is being offered by the Maccar Truck Co., Scranton, Pa. The new vehicle, designated "Sure-Trac," is designed for operation under conditions where conventional two-wheel drive trucks cannot be used and it can be operated over paved streets because the track is of rubber.

The crawler mechanism comprises a Timken worm-drive rear axle which is equipped with grooved wheels in place of road wheels, a pair of similarly grooved idler wheels placed in the rear of the driving wheels and two rubber tracks passing around the pair of wheels on each side.

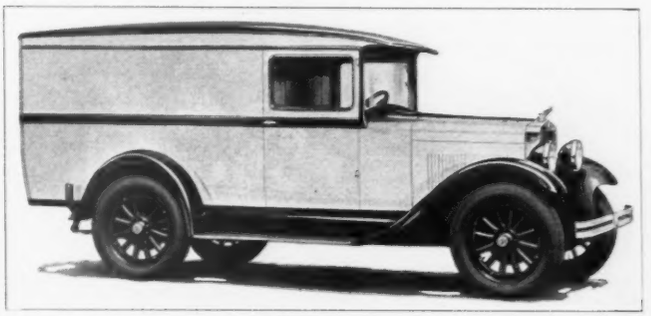
The idler wheels are mounted on a dead axle which is flanged and bolted together in the center so that one wheel may be moved a limited distance forward or backward to adjust one track without affecting the position of the other wheel.

The endless tracks made by Goodyear are kept tight by two heavy coil springs, one on each side, which force the idler wheels and dead axle to the rear. The tension of the springs is adjusted by means of two bolts on each side which retain the cap on the end of the spring.

The idler axle is connected to the drive axle by means of two round steel bars which are attached to the worm-drive axle by means of split brackets bolted about the axle housing and the bars pass through holes in the idler axle. At the forward end the bars are connected with the axle brackets through pin joints with vertical pins and at the rear they pass through spherical bushings in the dead axle.

Midway between the axles a bracket is placed on the steel bar and this bracket is connected with a plate on the bottom of the spring by means of a pin joint with a horizontal pin. The springs are semi-elliptics, shackled at both ends.

The hook-up to the frame consists of two radius rods attached to the frame side members and a third which connects a bracket bolted to the top of the worm carrier assembly and a bracket on a frame cross member. All three rods have double pin joints at each end, providing flexibility. The radius rod layout is such that it forms a parallelogram and the vertical axis of the rear axle is maintained at the same angle with the frame throughout its range of movement.



Studebaker ½-ton delivery car. Priced at $820 with panel body and $795 with screen body

Except for a seven-speed transmission the chassis of the "Sure Trac" is similar to the five-ton two-wheel drive model made by the company. The transmission is a Brown-Lipe with two-speed countershaft. In the high range direct drive is in third speed and fourth is an over-drive. In low range direct is in fourth speed and third provides a reduction.

Studebaker

STUDEBAKER Corp. has announced the addition of a new ½-ton delivery car to its line of commercial units. It is offered in two body styles, a screen body listing at $795 and a panel delivery priced at $820.

The new delivery units are mounted on the chassis of the American Edition of the Erskine Six and are featured by their speed, short turning radius and low-swung bodies.

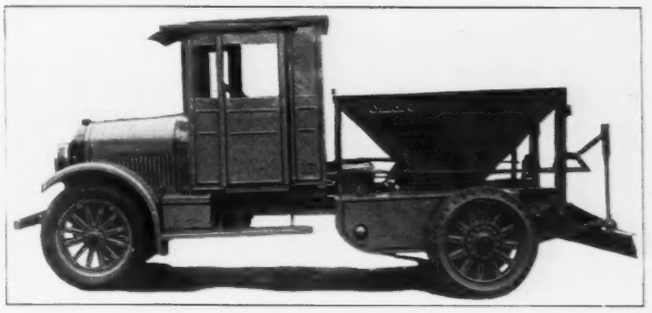
Loading space from the driver's seat to the rear door is 74 in., while the width is 48 in. and the height, 47½ in., giving a total loading capacity of 96.5 cu. ft. The rear opening is 44 in. wide and 40 in. wide, while the top of the platform is only 28 in. from the ground. This low platform height is obtained by a special sub-frame construction and floor is sealed against dust or moisture by "J" shaped iron joints.

The bodies are attractively finished with wide belt molding extending the length of the body from the dash back.

Whitcomb

A SIX-WHEEL bus which incorporates unit construction of chassis and body, independent springing of front wheels and unusually low appearance is ready for introduction by the motor coach division of the Whitcomb Wheel Co., Kenosha, Wis.

The driving wheel unit comprises two underslung worm drive rear axles, with torque tube drive and enclosed universal joints, placed in tandem. The forward end of the front torque tube is supported at the intersection of a cross-member and an X-shaped cross bracing. The torque tube of the second rear axle is mounted in the rear of the axle housing of the for-



Omort "One-Man Operated Road Truck" designed for road patrol and maintenance service. It is powered with a four-cylinder Hercules engine

ward rear axle. Drive from the transmission to the first torque tube is by open propeller shaft. This assembly provides a trailing action of the second rear axle and according to the makers makes possible a shorter turning radius without slipping of driving wheels.

Springs connecting the two rear axles are 60 in. long and 3 in. wide, without camber. The shackles are underslung and are held by aluminum carriers. The shackle construction permits sidewise motion of the axles as well as the usual vertical movement, the former being required by the trailing action of the second axle.

The conventional front axle is missing from the front end assembly and the wheels are mounted on steering knuckles which move up and down on the knuckle pins in addition to pivoting on them for steering. Large helical springs above and below the knuckles support the weight and control rebound of the front wheels.

Brakes on the driving wheels are enclosed. The drums are 17¾ in. in diameter and 3½ in. wide and aluminum shoes are employed. The emergency brake is placed on the propeller shaft in front of the first universal. Either Warner electric or Christensen air brakes are supplied.

The engine is a Wisconsin Z, valve-in-head six, 4½ by 5 in. developing 105 hp. at 2400 r.p.m. The transmission is a Fuller model RU-16 mounted in unit with the engine. The cooling system consists of a Modine "Turbo-tube" radiator and a 20 in. fan. Wheels are of the Whitcomb Wheel Company's design of aluminum alloy with integral rim and a removable side ring. A weight reduction of 450 to 500 lb. is claimed for the wheels.

The body-chassis unit is of all-metal construction and a reduction of weight to 5700 lb. has been achieved by the use of aluminum alloy castings, and a built-up frame construction, according to the designers. The cowl is included in the frame construction and special means are provided for ventilation of the body, engine compartment and floorboards. The floor is of Plymetl covered with 1 in. hair felt and linoleum.

The capacity of the coach for intercity travel is 24 and for de luxe service 18. The two rear compartments are easily converted into an observation section and the next two may be converted into a drawing or smoking compartment. The wheelbase of the vehicle is 216 in. and the price is $13,500.

Does It Sell Trucks at a Profit?

(Continued from page 13)

serve them faithfully. The farmers decided to stick.

Since that time the fleet has grown to eight trucks and insulated tanks have been put into service. Mr. Taylor has been consulted about every new route, the terms of contracts and the purchase of each new truck.

The sales control plan employed by Mr. Taylor comprises an alphabetical list of owners of trucks with a notation of the number of each make of truck owned by each, a record of calls made, dates of follow-up calls and a code system denoting the status of each prospect. The information is compiled on printed blank sheets, one of which is reproduced in the illustrations accompanying this article. The sheets are bound in a loose leaf book.

Calls made by salesmen are posted in the book from blank forms which list the name, address and business of the prospect. The entry shows the date of the call, the date of the follow-up call and the result of the interview. Lost sales are indicated by a red circle. Calls which show interest on the part of the prospect and therefore should be followed are indicated by a black circle around the date.

By glancing at the black circles on the pages of the book, Mr. Taylor is able to determine in a few minutes whether all hot prospects are being followed properly and he is able to concentrate effort on those prospects which require closest attention.

The book is used also for locating names of prospects for used trucks. As the makes of trucks belonging to each owner are listed opposite his name it is not difficult to compile a list of owners of any make of truck to whom a used truck of that make may be offered.

From the list of owners taken from the book a selection is made and folders giving a brief description and photographs of three or four used trucks are mailed to this group. Used trucks are put in good condition before being offered in this manner and this fact is stated in the folders or in letters mailed with them.

A similar idea is employed to reach new truck prospects by mail. A folder is prepared for each prospect and in it are placed photographs of trucks and bodies used in his line of business, specifications of the model in which he is most likely to be interested and fact structures prepared by the White factory. These include vocational pamphlets giving facts from the experience of others in the vocation of the prospect, the 100,000-mile book which tabulates the names of owners of trucks with mileages in excess of the figure given, and the annual White roll-call of fleets. Arrangements are being made to print the name of the prospect on the cover of the folder.

There is a definite tie-up between sales and service departments of the Broadway Garage. The service manager has had experience in selling as well as in maintenance and he, therefore, is able to handle complaints in many instances without referring owners to the sales department. For the same reason he is consulted in all appraisals.

A conservative policy of trade-ins is followed by the sales department. The cost of reconditioning a truck so that it can be offered with a guarantee is considered in making trade-in offers and the opinion of the service manager is helpful in this respect. Every effort is made to do a good job of selling in the first place and this makes it easier to trade on a fair basis, according to Mr. Taylor. He said "We could have sold more trucks last year than we did. But we do not sell more trucks than we can sell at a profit."

"Nothing to do But Call"

(Continued from page 16)

Sales managers will tell you, "It is not necessary to keep checking up on them, he knows from results that they are on the job, their sales record tells the story."

Now what chance do you suppose he would have of keeping this type of man if he insisted on holding him to so many "Calls" per day, per week, or per month?

It is possible for a sales organization to have all its men above the "Average," but this kind of producer cannot work under such a cut-and-dried plan, as set forth in this article by Mr. Bridston. Salesmen above the "Average" class realize when planning a day's work, that these plans are only tentative, that some prospect may consume the better part of a day, that it is a common occurrence to spend a whole morning or afternoon with one, and if he attempts to work as outlined by Mr. Lang, he would not be a salesman, but simply a "Caller."

Yours very truly,
W. J. KEPHART.

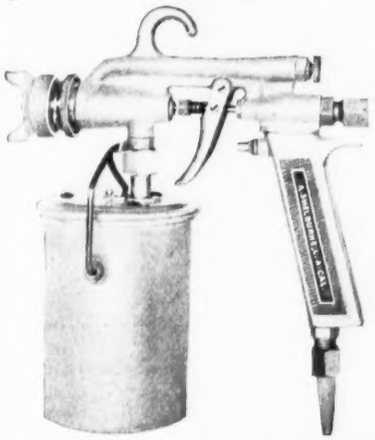
Custom-Built Kleiber Truck

One of the largest custom-built trucks ever produced in the West has just been delivered by the Kleiber Truck Company, of San Francisco, to Joseph Garcia, of San Leandro, for use in delivery of large tractors from the Best Tractor Company's plant in the latter city to distributors in the interior of northern and central California. The truck body is 18 feet long, carried on eight wheels, and propelled by a 120-hp. Continental engine, with five-speed transmission. A specially-wound starter, operating on a battery turns the motor in place of the crank usually used. Sustained speed of 20 miles an hour is guaranteed, and the truck is being operated day and night. The tractors are carried completely set up and ready to operate.

Shelburne Air Brush No. 6

A. Shelburne
739 Cerew St., Los Angeles, Calif.

MINIMIZED wear of parts by an arrangement that provides for but one point of alignment is claimed by the above company for its air brush No. 6.

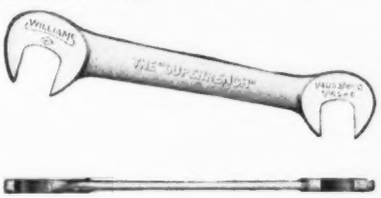


The tapered nozzle is constructed so that the inner and outer nozzles rotate together. There is no predetermined spacing of the nozzle and a fine spray can be obtained at any angle when the wing nozzle is turned to the right. One turn of the nozzle to the left provides the round spray. Price with pint cup $30; with quart cup $31.

Obstruction Super-rench

J. H. Williams & Co.
Buffalo, N. Y.

BOTH openings of this wrench are placed at an angle of 75 degrees and on the same side. The wrench is designed to reach out-of-the-way bolts and nuts where an ordinary wrench can not be used. The



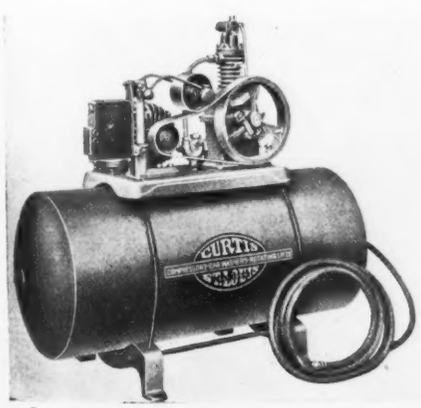
rounded portion back of the opening provides a good grip for the user. The Obstruction pattern wrench is forged from chrome-molybdenum steel and is guaranteed against breakage.

Curtis 1/3 Hp. Automatic Air Compressor

Curtis Pneumatic Machinery Co.
St. Louis, Mo.

THIS automatic air compressor outfit comprises a 1⅝ by 2 in. Model B compressor mounted on a 16 by 36 in. tank and driven by a belt from a 1/3 hp. motor. A self-adjusting, self-oiling, belt tightener is employed. The motor is of the repulsion-induction type. An automatic starting and stopping switch which controls the motor is included in the equipment in addition to the Curtis centrifugal unloader which is built into the compressor.

The outfit develops approximately 1/3 greater capacity than the ¼ hp. unit, and the price of $300 is approximately 5 per cent more than the smaller outfit.



"Klose-Kut" Hack Saw

The Bridgeport Hardware Mfg. Corp.
Bridgeport, Conn.

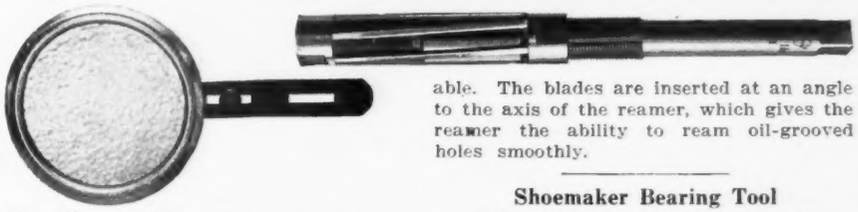
THIS is a hack saw designed for use in close quarters where the conventional hack saw cannot be used. The rigid backbone prevents wobbling and

binding and to an extent does away with breaking of blades. In addition this saw frame is designed to use broken blades. It takes a standard ½ in. blade. Each saw is complete with a wave set flexible back blade.

"Amber Eye" Reflector

Hunt & Moore, Inc.
New Haven, Conn.

THIS reflector made by the above company and distributed through the Zinke Co., 1323 Michigan Blvd., Chicago, is designed for mounting on any type of



automotive vehicle. It is strongly constructed to withstand vibration and consists of a special glass and mirror reflector. Visibility 1000 ft. away is claimed. It is equipped with fastening strap and bolts. List price, $2.50.

AC Plugs for Buses and Trucks

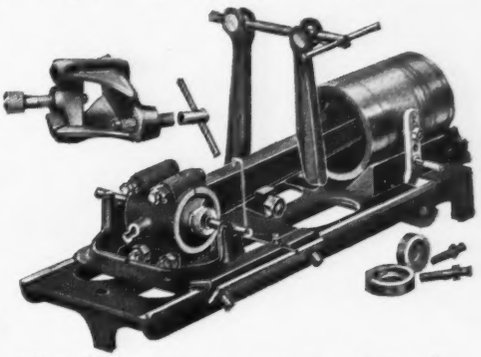
AC Spark Plug Co.
Flint, Mich.

A NEW ⅞-in. 18 spark plug for buses and trucks has been announced by the above company. The insulator and electrode design of this plug, known as Type "A"-⅞ in. Long Life, is such, according to the engineers, as to practically eliminate overheating and make for long life.

Connecting Rod Aligner

Storm Mfg. Co.
Minneapolis, Minn.

MEANS for testing the alignment of connecting rod and pistons and straightening rods are incorporated in this aligner. Pistons from 2⅝ in. to 6 in. diameter and rods up to 20 in. long may be tested. Two



adjustable arbors are used in place of mandrels. A straightening press is used for straightening rods without removing them from the machine. Price complete $55.

Spiral Flute Reamer

Keystone Reamer & Tool Co.
Millersburg, Pa.

THIS reamer, which is of the adjustable, inserted blade type, is described as being designed for working to close limits. It has various size adjustments and its blades, nuts and bodies are interchangeable. The blades are inserted at an angle to the axis of the reamer, which gives the reamer the ability to ream oil-grooved holes smoothly.

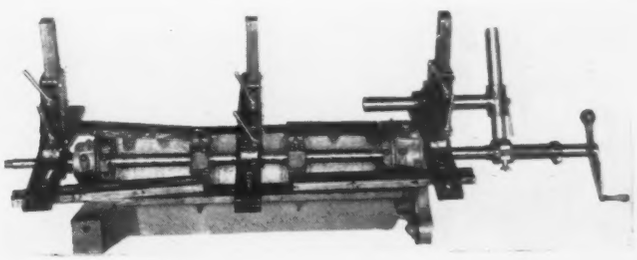
Shoemaker Bearing Tool

Federal-Mogul Corp., Detroit, Mich.

EITHER camshaft or main bearings may be bored by this outfit, designated as Model K. The boring bar is supported by three arms which have square upper sections, and can be dropped a total of 8 in. permitting boring in deep crankcases. The support arms are made square to reduce the possibility of misalignment while bolted in place. The brackets can be bolted directly to the crankcase or mounted on side rails which are slotted to give universal adjustment.

Split shells which are furnished with the equipment, are used to align the boring bar, the end bearing being used as the reference point. A facing tool is provided for machining the ends of bearings for proper clearance.

Federal-Mogul Corp., which is handling this tool exclusively, recommend that one bearing be bored at a time. Curved bar supports are available for line boring of camshaft bearings. The machine will bore bearings within a total spread of approximately 56 in.



Universal Truck Wheel Dolly

Kent-Moore Organization
Detroit and Kalamazoo

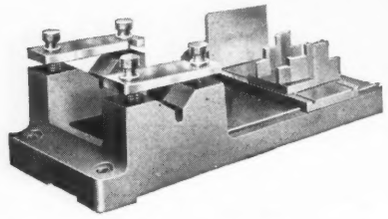
PRIMARILY a wheel dolly this item of equipment also is designed for removing truck and bus transmissions and rear axles. A separate and quickly attachable cradle

for handling transmissions, differentials and rear axles is provided. With it wheels can be removed and replaced by one man. Its lifting capacity as a jack is 5000 lb.

Taylor Rod Aligner

Lakeside Company
Hermansville, Mich.

THE above company is marketing a connecting rod and piston aligner featured by simple construction and accurate aligning. By means of this tool, machined to micromatic accuracy, piston pins can be



lined up with the crankshaft bearing in one operation. An adjustable piston plate squares the piston on two right angle sides, eliminating inaccuracy due to side twist.

Truck Mounted Loader

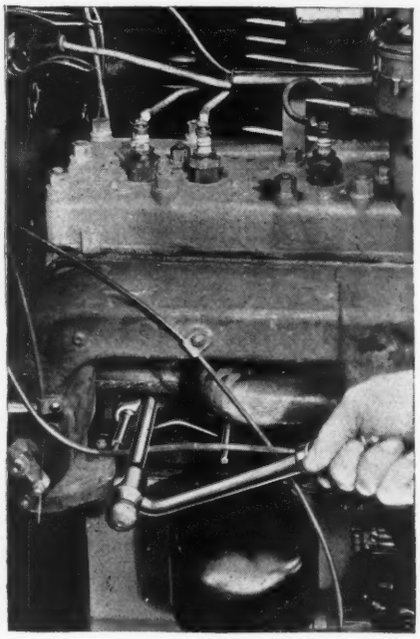
The Harrington Co.
17th and Callowhill Sts., Philadelphia

THE loader consists of a Peerless trolley hoist running on a sliding I-beam which is supported above the body of a truck by a steel frame. The I-beam slides beyond the rear of the body and acts as a crane, making it possible for one man to load or unload heavy and bulky objects.

Box Type Swivel Wrench

Stevens Walden-Worcester, Inc.
Worcester, Mass.

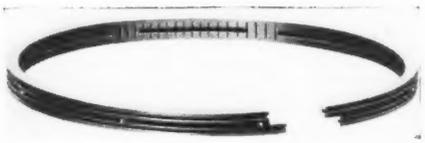
THIS is a special wrench that permits access to out-of-the-way 5/8 in. nuts wherever used in a vehicle. A swivel construction, enables a mechanic using the wrench to work in best position. A quick twist reverses the offset box without re-



leasing grip on handle. The handle may also be swung up or down to clear obstructions. Clearance above the socket is allowed by the offset for working on nuts having small top clearance. A double broach construction is another feature of the tool. It is known as model 450 and lists at $2.75.

Ventilated Piston Rings

American Hammered Piston Ring Co.
Baltimore

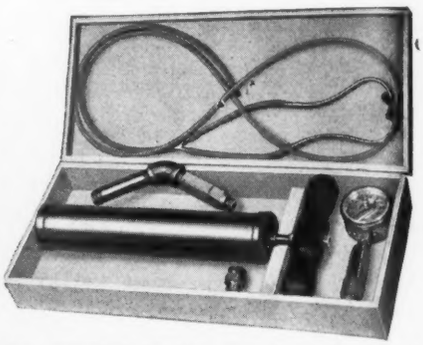


THIS new ventilated hammered ring produced by the above company is characterized by large closely spaced slots through the center and two annular grooves above and below these slots around the outside surface of the ring. As may be observed from the illustration four scrapping edges are provided on the outside. These are designed to scrap excess oil and drain it through the large vents.

Motor Testing Outfit

Ha mett Mfg. Co.
Kansas City, Mo.

THE hand pump supplied with this outfit is connected with the compression space of an engine and by pumping pressure or partial vacuum leaks and knocks

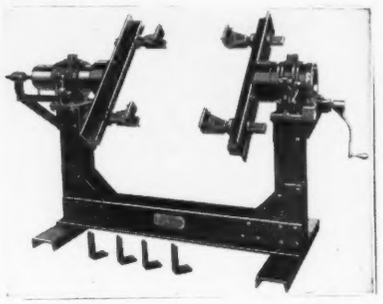


are revealed to the operator who listens with a special motor phone. A compression gage reading to 200 lb. and a set of fittings is furnished.

Universal Engine Stand

Kent-Moore Organization
Detroit and Kalamazoo

DESIGNED for any size or type of engine, access to all engine parts is made convenient in this stand by a crank and gear arrangement, whereby the engine

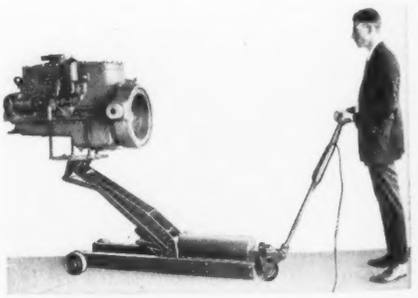


can be turned to any working position. The stand is big enough and so balanced to permit engines to be tested in the stand.

Special Electric Tug

The Morrison Jack Co.
Alliance, Ohio

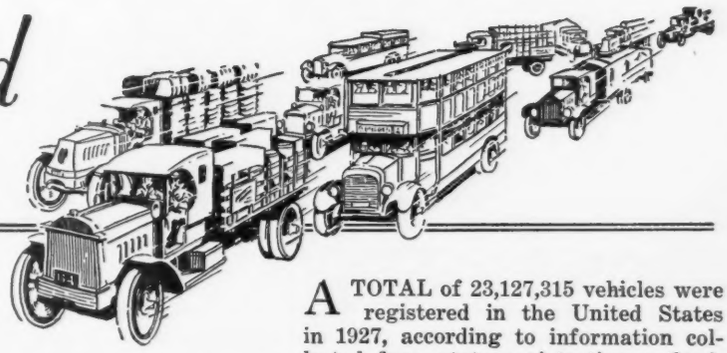
A SPECIAL model electric jack has been designed by the above company for use in removing and replacing engines in the Twin Coach. The operating principle is the same as that of the Electric Tug models in which power is furnished by an



electric motor through a cord attached to any convenient outlet.

The engine is supported by four rods fastened to a steel plate which engage the flange of the oilpan. The engine after withdrawal can be easily moved about on the jack and placed in a stand.

Have You Heard That —



TOTAL construction contracts awarded during the first quarter in in 37 states east of the Rocky Mountains amounted to $1,485,067,000, according to F. W. Dodge Corp. This represents an increase of 6 per cent over the corresponding quarter in 1926 and in addition is the highest first quarter ever recorded. The amount for March totaled $592,567,000, which was an increase of 27 per cent over February but a 5 per cent drop from the March 1927 record.

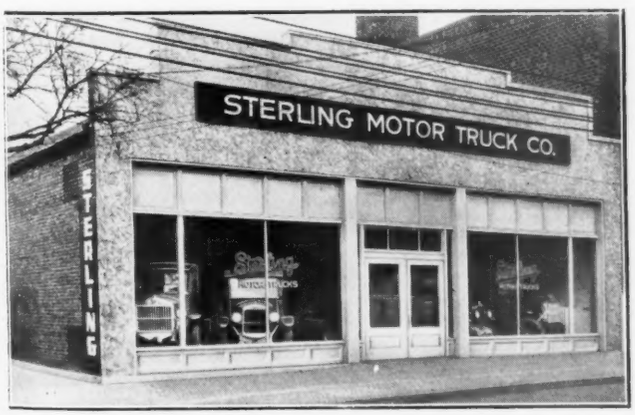
Walter W. Norton has resigned as vice-president in charge of production of the Autocar Co., Ardmore. He continues as a member of the board of directors. Mr. Norton has been a member of the organization for 24 years.

DODGE BROTHERS shipments during the first quarter this year totaled 60,387 passenger cars and trucks, according to preliminary figures issued by the company. Compared with the shipments of last year for the corresponding period the 1928 output represents a gain of 29.7 per cent.

Wood Hydraulic Hoist & Body Co. opened a new branch April 12 at the corner of Vernon Ave. and Broadway, Long Island City, N. Y. The opening was celebrated by a special supper party. A. B. Weston is the branch manager.

THE Stevenson rubber restriction scheme for controlling the prices of rubber by limiting exports from British producing areas will come to an end on November 1, 1928, according to announcement by Premier Baldwin of the British Government. The Stevenson scheme was an effort to control the natural working of the law of supply and demand and by so doing to maintain rubber prices. The announcement of its discontinuance is an admission that it has failed to accomplish its purpose. One of the serious effects it has had on the British rubber producing industry is that, while exports from British territory have been limited, there have been no restrictions on exports from other areas. As a consequence, plantations owned by other nations have been supplying a constantly increasing portion of total rubber tonnage. It is generally believed that the removal of restrictions will tend to stabilize rubber prices at a low level. This, of course, means lower tire prices.

John M. Howard is the new advertising manager of General Motors Truck Corp. Mr. Howard was formerly advertising manager for Federal.



New St. Louis branch of the Sterling Motor Truck Co. located at 3929-31 Laclede Ave. The building provides a floor area of 12,500 sq. ft. The service department is managed by H. W. Schmidt

American Bosch Magneto Corp. reports profits after all charges in 1927 of $469,174. This corresponds with $448,319 in 1926.

SALES of American-La France and Foamite Corp. trucks during January and February of this year exceeded the 1927 record for the same months by 60 per cent, according to Charles B. Rose, president of the corporation.

A TOTAL of 23,127,315 vehicles were registered in the United States in 1927, according to information collected from state registration authorities by the Bureau of Public Roads of the United States Department of Agriculture. Of this total 20,230,429 were passenger cars and 2,896,886 were trucks and road tractors. This registration represents an increase of 1,125,922 vehicles or 5 per cent more than in 1926.

O. Ray Cuppet has been appointed Ohio district sales manager of the Indiana Truck Corp. Mr. Cuppet has been connected with the industry for the past 15 years, serving more recently as district sales manager for both Ruggles Motor Truck Corp. and Republic Motor Truck Co.

THE name of the Hurley Motor Company has been changed to the Reo Philadelphia Co. to more definitely tie the name of the product with the company and the locality. No changes have been made in the personnel. F. Hanna continues as general manager.

Samuel E. Ryder has been appointed sales manager of the J. C. Black Manufacturing Co., Inc., Oil City, Pa., builders of Standitall radiators. James A. Miller has been assigned to the post of equipment manager.

WILLIAM M. WEBSTER has resigned as commissioner of the Automotive Equipment Association. B. W. Ruark, assistant commissioner, has been placed in charge of the association's affairs until the June convention. A. C. Storz, president, speaking of the association's policy said, "The Association has rededicated itself to making merchandising the major activity." It was also learned that the directors returned unqualified control of the affairs of the Greater Market Development to the hands of Harry G. Moock, managing director.

Colin Campbell and **George M. Graham** have been appointed vice-presidents of Willys-Overland, Inc. Mr. Campbell will have charge of sales and Mr. Graham will be associated directly with John N. Willys, president.

STEWART MOTOR CORP. has signed a selling agreement with Wichita Falls Motor Co. for the sale and servicing of Stewart trucks in the Wichita Falls Company's branches. The Wichita Falls Co. manufactures a line of heavy-duty trucks and maintains branches in Texas and two Oklahoma cities.

Commercial Car Specifications on page 35

WITH the wearing out of the old U. S. Army trucks, Massachusetts has announced that it is in the market for 154 new motor vehicles, but offers to trade in part payment 155 used cars and trucks.

J. W. Vanderveer has been advanced to vice-president and general manager of the Van Wheel Corp., Oneida, N. Y., and consulting engineer for the Van Metal Wheel Division of Erie Malleable Iron Co., Erie, Pa. Mr. Vanderveer was formerly located at Erie as chief engineer of the wheel division.

THE transfer of the general offices of the Yellow Truck & Coach Manufacturing Company and the General Motors Truck Company from Chicago and Detroit early in April to Pontiac marks the completion of the new $8,000,000 plant erected for the exclusive manufacture of trucks, buses and cabs. The Pontiac plant is the first step in a program which includes the erecting and equipping of branch establishments in Boston, New York, Pittsburgh, Detroit, Chicago, Kansas City, San Francisco and Los Angeles at an additional cost of $3,500,000.

James W. Packard, founder with his brother, W. D. Packard, of the Packard Motor Car Co., died March 20, aged 64, at the Cleveland Clinic Hospital. His brother died Nov. 11, 1923. He is survived by his widow, three sisters and a nephew, Warren Packard, 2nd.

A LUNCHEON, attended by 75 dealers, featured the formal opening of the new General Motors New England truck branch at 103 North Beacon St., Boston, Mass. W. H. Moore, district manager, congratulated the men for bringing the new England branch into fourth place from 14th place in point of sales within one year. The new building, concrete, houses the sales, storage and service departments.

Julius Bindrim, old-line Brooklyn jobber, recently purchased the building and equipment of C. F. Wetmore, 372 Lafayette Ave., Brooklyn. Mr. Bindrim has purchased this equipment to render a more complete shop service. The equipment includes grinders, shapers, planers, lathes, drills, presses, etc.

SAN FRANCISCO reports that truck sales show a big improvement over last month, probably 25 per cent. This is attributed to better business conditions generally. While some improvement is shown in Los Angeles, truck sales still are reported as being below expectations. Seattle finds that truck sales are holding closer to last year's records than earlier in the year. Automotive business in Texas is turning for the better and the outlook is reported fair. Atlanta continues to report new truck sales as 25 to 30 per cent better than in corresponding months last year. The future is considered bright, especially for heavy-duty models. Sales of both light and heavy trucks in New Orleans are slightly below last year. Cincinnati truck sales are reported on the rise while Detroit sales continue to fall far short of last year's volume. The outlook in Milwaukee is held as optimistic because of improvement in general retail business and seasonal weather. An increase of 1495 in Massachusetts truck registrations is pointed out in the Boston report as indicative of steady business in that territory.

"Here Goes Installation No. 320." This sign with its changing numbers marks both the progress of the owner and the popularity of his merchandise

Duplex Truck Corp. reelected its former officers for the coming year at the recent annual meeting of the board. Joseph Gerson, president; Harry F. Harper, vice-president; and Andrew Langenbacker, secretary and treasurer. The company will introduce a new model with a capacity of from 5 to 7 tons.

C. D. McKim, newly appointed advertising manager of the Federal Motor Truck Co., Detroit. He was formerly sales executive of Continental Motors Corp., and Hercules Motors Corp.

A HIGH volume of production and sales for the first half of the year in the automotive parts and accessory business is looked forward to by the Motor and Accessory Manufacturers Association. The association reports that the first quarter was one of the best in recent years.

Howard Coburn has joined the Buda Co. as sales representative with headquarters in Cleveland. Mr. Coburn was formerly attached to the Chicago office of the Chilton Class Journal Co., representing Commercial Car Journal and Operation & Maintenance.

FEBRUARY shipments of Ross cam and lever steering gears were greater than any other month in the history of the Ross Gear & Tool Co. The number of units shipped during the month exceeded by 40 per cent the shipments for February, 1927.

Commercial Car Specifications on page 35

BROCKWAY MOTOR TRUCK CORP. which recently consolidated with the Indiana Truck Corp. for expansion purposes has been recapitalized so that its authorized capitalization is $3,000,000 par value convertible preferred stock and 500,000 shares of common stock without par value, according to G. A. Brockway, president of the consolidation.

"Jay" Young is now sales manager of the American Die & Tool Co., Reading, Pa., which company is now making complete rear-axles for heavy duty trucks of 2½ to 5 tons capacity. Mr. Young was formerly sales manager of the Wills-Morrow Co. and assistant sales manager of the Sheldon Spring & Axle Co.

TEMCO ELECTRIC MOTOR CO., Leipsic, Ohio, is in production with a new line of electric drills and grinders and again prepared to furnish replacements and service, according to J. E. Werner and R. A. Prentiss, heads of the concern. Since fire destroyed the Temco factory last year the company has been steadily working on new designs. The Temco Co. has been making drills and grinders for 17 years.

James D. Tew was elected vice-president of the B. F. Goodrich Rubber Co. at a recent meeting of the board. Mr. Tew succeeds Harry Hough, resigned, in his new capacity. Mr. Hough, however, will continue as a member of the board and act in advisory capacity.

FEDERAL regulation of common carrier motor trucks in interstate commerce is a dead issue at this session of Congress. So far as can be learned in Washington no efforts will be made in any quarter to induce Congress to place trucks under Federal control at this time. Apparently the strong opposition voiced by the trucking interests at the hearing held by the Interstate Commerce Commission in February on Examiner Flynn's recommendations has convinced the proponents of truck regulation that any attempt to pass such legislation at this time would be futile.

ROAD-SYMPATHY

The least understood quality of GOOD STEERING

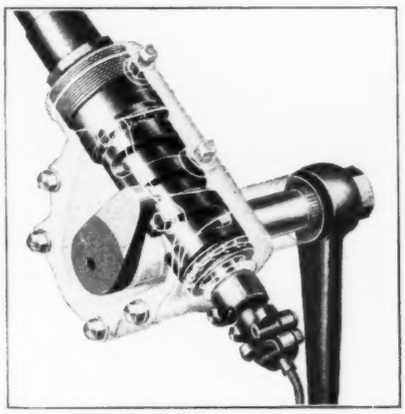
ROAD-SYMPATHY is probably the least understood of the three essential qualities of good steering. But it *must* be present. And it must be properly balanced with the other two factors—control of road-shock and ease of wheel-turn. Otherwise the steering cannot be really good.

Road-sympathy is that quality which gives the driver the "sense" or "feel" of the road through the steering gear—and so permits him to drive without conscious thought or effort. It is largely, though not entirely, the same quality which permits an almost automatic straightening-out after rounding a corner.

Until the development of the cam-and-lever principle by Ross, it was practically impossible to obtain road-sympathy and, *at the same time,* to control road-shock. For while one must be preserved, and the other checked, *both* must travel through the same route to the steering wheel.

The ability of Ross to control road-shock, and preserve road-*sympathy* is due to its peculiar faculty of checking instantly the results of violent road-shock, but at all times permitting a hint of the continuous and more gentle deflections of the front wheels to be carried to the steering wheel.

There is a sound, demonstrable, mechanical principle, found only in the Ross Cam and Lever Steering Gear, which produces this exceptional result—and which helps make Ross steering "*balanced*" steering. We shall be glad to explain Ross operation in detail, and to show you why Ross Cam and Lever Steering has been adopted as standard equipment on 50 different makes of buses.



The balanced qualities of Ross Steering are largely the result of these features in which the Ross Cam and Lever Steering Gear differs from the ordinary type of steering gear:

Variable Ratio of Cam

Line Contact Between Actuating and Actuated Members

Low Internal Pressures

Powerful Internal Leverage

High Over-All Efficiency

ROSS GEAR & TOOL CO., :-: :-: Lafayette, Ind.

ROSS *Cam* AND *Lever* STEERING

SPECIALIZING in the remanufacture of trucks, L. B. Smith recently completed and occupied a new brick, steel and concrete building located on a six-acre site at White Hill, Pa., to take care of increasing business. Mr. Smith carries an average inventory of 150 used trucks.

The building is furnished with modern equipment and laid out to permit use of the progressive method of dismantling and reassembling. A general repair business is also conducted, which is used by truck owners within a radius of 50 miles. Graveyard service is the third activity of this business. Parts reclaimed from used vehicles are cleaned and stocked and made available to owners.

Louis Schwab has been elected president of the new speed-tool combination, the Stevens Walden-Worcester Inc. Mr. Schwab was formerly president of Stevens & Co. J. V. Critchley, former president of the Walden-Worcester Co., was elected chairman of the board. John Macauley was elected treasurer.

A CHARTER has been granted for the formation of the Canadian Ohmer Limited, which company will market all products of the Ohmer Fare Register Company of Dayton, Ohio. Headquarters of the new company have been established at 3510-12 St. Lawrence Blvd., Montreal. The following officers have been chosen: W. P. Kearney, president; H. B. Ohmer, vice-president and treasurer; M. W. Drayton, second vice-president and secretary; R. M. Ohmer, assistant treasurer and A. J. Hopkins, general manager.

Al. Redack, sales manager of the automotive division of the Splitdorf Electrical Co., reports an 80 per cent increase in the sales of Splitdorf spark plugs for the first quarter of 1928 as compared with the corresponding period in 1927.

SALES of the Indiana Truck Corp. for the month of February showed an increase of 69 per cent over the same month in 1926 and 100 per cent over January this year, according to a report from the corporation.

F. G. Baender has been made head of the department of mechanical engineering at the Oregon State College. Mr. Baender was formerly designer for the International Motor Co.

J. H. WILLIAMS & CO., Buffalo, and Husky Wrench Co., Milwaukee, have completed an arrangement whereby the trade will be offered a combined line of Williams Superwrenches and Husky socket wrenches. The arrangement does not affect the financial structure or management of either company.

Willys-Overland Co. reports net profits for 1927 of $6,424,002, after all charges, but before preferred dividend. This corresponds with net earnings of $1,819,690 for 1926.

New Bus to Travel Both Roads and Rails

A NEW type of motor bus capable of operating either on the highways or on rails, and able to transfer itself from road to rails and vice versa, without the driver's leaving his seat, is a probable development of the near future, according to Frank R. Fageol of the Twin-Coach Corp. Mr. Fageol made this prediction before the House Committee on Interstate and Foreign Commerce, during hearing on the New Parker Bus Bill.

Black & Decker Mfg. Co., recently opened its new Detroit branch at 11501 Woodward Ave. The new office and service station are more spacious and attractive than the former headquarters. J. H. Walker is manager.

JAY RATHBUN has been appointed vice-president of the Eastern Region of the White Company, with headquarters at 17 Battery Place, New York. Mr. Rathbun has been associated with the company since 1911 and has been in charge of the export department since 1926.

H. A. Price has been appointed branch manager of the Los Angeles branch of the Miller Rubber Company. Mr. Price was formerly an executive of the Pacific Coast division of the Goodyear Tire and Rubber Co.

Coming Events

SHOWS

American Electric Railway Association, Public Auditorium, Cleveland .....Sept. 22-28
Automotive Equipment Association, Coliseum, Chicago .....Oct. 22-27
*Chicago .....Jan. 26-Feb. 2
National Standard Parts Association, Cleveland Auditorium ...Oct. 29-Nov. 3
*New York .....Jan. 5-12
United States Good Roads Show, Des Moines, Iowa .....May 28-June 1
*Will have Special Shop Equipment Exhibit.

CONVENTIONS

American Electric Railway Association, Public Auditorium, Cleveland, Sept. 22-28
Automotive Engine Rebuilders Association, Coronado Hotel, St. Louis, June 11-14
Automotive Equipment Association, Grand Hotel, Mackinac Island, June 10-16
Automotive Equipment Association, Coliseum, Chicago .....Oct. 22-27
National Standard Parts Association, Hollenden Hotel, Cleveland, Oct. 29-Nov. 3
Society of Automotive Engineers, Chateau Frontenac, Quebec..June 26-29
United States Good Roads Association and Bankhead National Highway Association, Des Moines, May 28-June 1

COMING FEATURES OF CHILTON CLASS JOURNAL PUBLICATIONS

June 10—A.E.A. Summer Meeting Number —Motor World Wholesale.
June 23—Engineering Issue—Automotive Industries.

Commercial Car Specifications on page 35

THE 1928 automobile license plates of the 48 states, the District of Columbia, Porto Rico, Alaska, Hawaii and the Philippine Islands now fit the standard plate bracket slots promulgated by the Society of Automotive Engineers. This is the first year in which this condition has existed.

In 1925, when this matter was first brought to attention of the Bureau of Standards, there was a great variety in plate punchings, and relatively few of them matched up with the S. A. E. standard plate bracket slots. The fact that all 1928 plates meet this standard is worthy of mention, for since practically all cars now come through production equipped with plate mounting brackets conforming to the S.A.E. standard, it is no longer necessary to file, punch, drill, or otherwise mutilate plates to get them to fit.

E. A. Petrtyl, for six years advertising manager of the Diamond T Motor Car Co. of Chicago, has resigned. He has not announced his plans for the immediate future.

Q. E. McCarthy, president Motor Truck Distributors' Association of Illinois, outlined the purpose, activities and accomplishments of that body for the benefit of the sales personnel of member companies who were in attendance at the April meeting. J. N. Kellerman, formerly with the N.A.D.A., spoke of the salesman's part in truck merchandising. Co-operation between truck makers on the question of safe and sane sales on credit terms was discussed.

William T. Chapman, Jr., was elected to the board of the American-La France and Foamite Corp. at its annual meeting. Mr. Chapman succeeds J. R. Clarke.

THE American Chain Company, Inc., Bridgeport, Conn., has purchased the business and trade name of the Wright Manufacturing Company, Lisbon, Ohio, makers of chain hoists, trolleys and cranes. No changes in policy or sales organization is anticipated. H. F. Wright and W. F. Wright will continue in their respective divisions of sales and production of Wright products.

Net profits of General Motors Acceptance Corp. for 1927 were $8,578,475, against $5,193,203 in 1926.

THE following changes and transfers were recently made in the sales organization of the Black & Decker Mfg. Co.: H. L. Balke, Kansas City branch; G. P. Parr and G. N. McCarthy, Buffalo branch; H. B. Austin, Chicago, and J. A. Murray, Baltimore.

F. A. Hayes will be in charge of the new Portland, Ore., branch of the International Harvester Company of America, which is under construction.

INTO a rough, swampy lot—up to the hubs in sticky mud—and the Coleman plowed right through! Up a 30 foot bank—60% grade—loose earth! Then, on the way home—30 miles per hour, *easily,* on good roads.

THAT'S AN EVERY-DAY COLEMAN DEMONSTRATION!

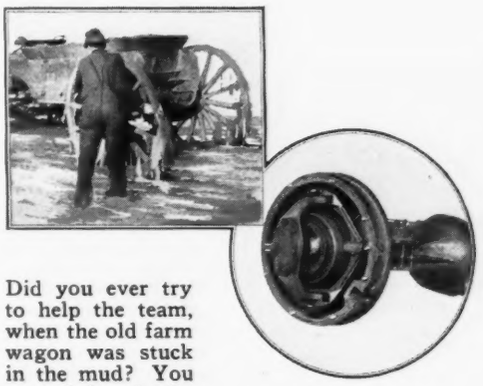
Coleman Four-Wheel-Drive Trucks offer dealers an altogether new experience in truck selling! Permanent profits—never eaten up by excessive allowances on trade-ins. Because *Coleman Trucks are sold on performance!*

Standard, interchangeable parts — easy stocking! Unit accessibility — easy repairs! Priced right! Generous discounts! Large, exclusive territories!

If you are interested in finding out more about the Coleman Truck and getting the low-down on the Coleman Franchise—*write to our nearest factory.*

COLEMAN MOTORS CORPORATION

Main Plant	*Eastern Plant*
Littleton, Colorado	Washington, D. C.



Did you ever try to help the team, when the old farm wagon was stuck in the mud? You grabbed the spokes out at the rim of the wheel—not near the hub! This same, simple principle is the secret of Coleman performance. The power is applied to the front wheel out at the felloeband. That's why Coleman Trucks can use 150 to 1 gear ratio in low and still *steer like a touring car!* It's all in the front wheel!

COLEMAN

FOUR WHEEL DRIVE

Are You Equipped to R. & R. Engines Economically?

(Continued from page 19)

R. & R. engine jobs are usually assigned to two mechanics and it is essential that they be men who "team up" well. Removal of an engine comprises a large number of individual operations and much time is wasted if the men do not divide these operations to the best advantage. Mechanics who are accustomed to working together separate the various operations, each taking a share and working together on those requiring two men.

Hunting about for lost or misplaced parts is a fruitful cause of loss of time in replacing an engine. Unless steps are taken to prevent it there will be a shortage of at least a few small parts in almost all cases. If parts are piled about the chassis and on the floor during the disassembly they are likely to become mixed and if the overhaul takes some days they may be "borrowed" for other jobs.

Parts may be placed in boxes, in compartments in portable work benches, or in special containers during the dismantling operation and kept until needed. If an exchange engine is to be placed in the chassis there should be a definite understanding concerning the parts and accessories which accompany it. Spark plugs, fan brackets, engine mounting bolts and gaskets are but a few of the items about which there may be question during an engine exchange job.

To prevent delay in installing engines some service managers have evolved the plan of attaching to the exchange engine a complete set of gaskets. When the engine is taken out of stock in the engine department it is not necessary for the mechanics to go to the stock room for these parts.

The exchange engine plan appeals to many owners because of the fact that an overhauled engine can be placed in a chassis in one working day or less. As each engine exchange includes reconditioning of the customer's engine it makes it worthwhile to go to some trouble to attract the business.

The need for mechanical means of lifting engines has been recognized for some time but service executives in increasing numbers are giving the matter more than passive attention and they are seeing to it that their facilities for this work are in line with other equipment and methods in their shops.

Gramm built moving van mounted on a Gramm Model R.B. 210 in. wheelbase bus chassis

Who Are the Big Buyers in the Truck Market?

(Continued from page 10)

Although averages are deceptive, this table throws some light on the purchasing power of the individual buyer in the different vocations. The average number of trucks owned by all operators of fleets of 10 or more trucks, is 32.

As might be expected, most of the trucks operated in fleets of 10 or more, are serviced in shops maintained by their owners. Of the 10,000 fleets of such size, Table IV shows that 75 per cent are maintained in shops operated by their owners, and it will be noted that there is not much variation from this average among the major vocational users of truck fleets.

The geographical distribution of fleets of 10 or more units is given in Table V. This tabulation shows that nearly half of the fleets of this size are concentrated in the Middle Atlantic and East North Central states and that about 80 per cent of the total are in these two groups of states plus the New England, South Atlantic and Pacific zones.

Truck Industry Has Helped Provide Jobs

(Continued from page 11)

facturing methods in all industries no less than 900,000 men have been released from work since 1919, but that automotive sales and maintenance had been responsible for the re-employment of some 750,000 of these men, thus compensating for most of the unemployment which might have resulted from the development of labor-saving methods. Thus this job of selling 4,000,000 cars and trucks per year, and of keeping some 20,000,000 motor vehicles on the road has turned out to be far more of a benefit than anyone could have anticipated a few years ago.

So then the automotive industry has accomplished a two-fold purpose. It has not only been able to maintain a growing force of men in its plants, but has found work for three-quarters of a million others. It has done this in the face of all its accomplishments toward reducing manufacturing costs, toward giving more per dollar, toward leaving nothing undone to improve every phase of manufacturing everything it makes.

Table V

Geographical Distribution of Fleets of 10 or More Trucks

New England		North Carolina	69	N. Dakota	18	**Mountain**	
Maine	46	South Carolina	40	S. Dakota	1	Montana	12
New Hampshire	31	Georgia	97	Nebraska	85	Idaho	15
Vermont	3	Florida	474	Kansas	94	Wyoming	9
Massachusetts	510	West Virginia	111		746	Colorado	93
Rhode Island	104		1,256	**East South Central**		New Mexico	5
Connecticut	222	**East North Central**		Kentucky	96	Arizona	46
	916	Ohio	600	Tennessee	108	Utah	37
Middle Atlantic		Indiana	264	Alabama	92	Nevada	6
New York	1,139	Illinois	767	Mississippi	21		223
Pennsylvania	693	Michigan	375		317	**Pacific**	
New Jersey	453	Wisconsin	177	**West South Central**		Washington	190
	2,285		2,183	Arkansas	63	Oregon	82
South Atlantic		**West North Central**		Louisiana	159	California	1,078
Delaware	19	Minnesota	297	Oklahoma	127		1,351
Maryland	170	Missouri	143	Texas	374	Total	10,000
Dis. of Col.	155	Iowa	108		723		
Virginia	121						

SPEEDING THE PROGRESS OF THE WORLD

The growth of the speed truck has forced the popularity of the single reduction bevel gear axle — of which there is no better example than the Clark Axle.

CLARK EQUIPMENT COMPANY
BUCHANAN - - MICHIGAN

CLARK AXLES

Speed trucks require strong light wheels. The Clark Truck Wheel with its standard rolled steel felloe and a metal spoke spider provides the greatest strength, lightest weight at lowest cost.

CLARK EQUIPMENT CO.
BUCHANAN, MICHIGAN

CLARK TRUCK WHEELS

With Strength of Steel

Commercial Car Specifications—Corrected Monthly

The Specifications, Chassis Prices, Etc., Are Corrected Each Month From Data Supplied Direct by the Makers. Gasoline Tractor-Trucks Will be Found at the End of Gasoline Commercial Cars

Those Chassis Which Are Sold and Recommended for Bus Use Are Designated in the Following Table by Reference Sign (§) in Front of the Name

For Motor Bus Chassis See Pages 46 and 47

* Corrections.
† New Models.

(Where prices are not given it is because we have been unable to get them from authoritative sources)

Key of abbreviations, page 48

Trade Name and Model	General: Chassis Price	General: Standard Wheelbase (Inches)	General: Tire Size: Front (Inches)	General: Tire Size: Rear (Inches)	Engine: Make and Model	Engine: Number of Cylinders Bore and Stroke	Engine: N.A.C.C. Rated H.P.	Engine: Valve Arrangement	Engine: Oiling System	Engine: Governor (Make)	Engine: Radiator (Make)	Engine: Fuel System: Carburetor (Make)	Engine: Fuel System: Fuel Feed	Electrical System: Ignition System (Make)	Electrical System: Generator and Starter (Make)	Clutch: Type and Make	Gearset: Make and Model	Gearset: Location	Gearset: No. of Forward Speeds	Universals (Make)	Rear Axle: Make and Model	Rear Axle: Final Drive	Rear Axle: Type	Gear Ratios: Total Reduction in High	Gear Ratios: Total Reduction in Low	Brakes, Location	Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (Stripped)
1000 Pounds																																
Chevrolet Cap. Com.	395	107	S 30x4.50	S30x4.50	Own	4-3-1/16x4	21.7	H	PS	Non	Har	Car	V	D-R	D-R	P. Own	Own Nat.	U	3	Own	Own Nat.	S	4.9	3.82	12.68	E	Own Nat.	S.S	Own	Jax	Jax	1695
General Motors T-11	585	110	B 29x4.75	B29x4.75	Pontiac	6-3 1/4x3 3/4	25.3	L	PC	Non	Lon	Car	V	D-R	D-R	P. Own	Own	U	3	Own	Own	B	4.9	4.18	13.92	A	Own	...	Jac	Mot	...	1820
*Graham Bros. SD	...	108	B 29x5.00	B29x5.00	Dodge	4-3 7/8x4 1/2	24.0	L	SP	Non	McC	Ste	V	N-E	N-E	P. B&B	Dodge	U	3	Dodge	Dodge	S	4.9	3.77	12.90	B	Dodge	Det	Gem	Kel	Kel	2035
Reo Speed Wagon Jr.	895	115	B 28x5.25	B28x5.25	Con	6-3 1/4x4	25.3	L	PC	Non	Har	Sch	V	N-E	N-E	P. B&B	W-G	U	3	Spi	Sal	S	4.9	4.7	14.63	E	Sal	S. S.	Ros	Mot	Fir	2290
Rugby Com. Ch.	470	103	P 30x3 1/2	P 30x3 1/2	Con	4-3 1/8x4 1/4	18.2	L	PC	Non	Fed	Til	V	A-L	A-L	P. Own	Own	A	3	Spi	Own	S	4.9	4.87	16.16	E	Own	Own	Own	Hay	Hay	1650
1500 Pounds																																
Graham Bros. DD	670	116	B 31x5.25	B31x5.25	Dodge	4-3 7/8x4 1/2	24.0	L	SP	Non	McC	Ste	V	N-E	N-E	P. B&B	Own	U	3	Dodge	Dodge	S	4.9	4.17	17.22	A	Own	Det	Ros	Kel	Kel	2170
Graham Bros. DDX	685	116	P 33x4 1/2	P 33x4 1/2	Dodge	4-3 7/8x4 1/2	24.0	L	SP	Non	McC	Ste	V	N-E	N-E	P. B&B	Own	U	3	Dodge	Dodge	S	4.9	4.17	17.22	A	Own	Det	Ros	Kel	Kel	2210
*Int. HarvesterSpec. Del.	....	116	B 30x5.25	B30x5.25	Wau X	4-3 1/2x4 1/2	19.6	L	PC	Non	Lon	Zen	G	D-R	D-R	Roc	M.M	U	3	M-M	Eat	S	4.9	4.45	.....	B	Eat	...	D-G	...	Fir	2050
†Kleiber	1450	136	P 30x5	P 30x5	Con	6-3 3/8x4 1/2	27.3	L	PC	Non	Own	Str	G	D-R	D-R	D. B-L	B-L 20	U	3	Spi	Tim 5260	B	5.9	5.36	.....	B	Tim 12300	Bet	Ros	Smi	Fir	...
Rugby Fast Mail	....	110	B29x5.00	B29x5.00	Con	6-2 7/8x4 3/4	19.8	L	PC	Non	Fed	Til	V	A-L	A-L	P. Own	Own	U	3	Spi	Own	S	4.9	4.45	14.8	E	Own	Own	Own	Hay	Hay	2375
Stewart Buddy	895	118	B 30x5.25	B30x5.25	Con	6-2 7/8x4 3/4	19.8	L	PC	Non	Own	Zen	G	D-R	D-R	D. Own	Own	U	3	Own	Own	B	4.9	4.8	30.0	A	Own	Own	Gem	Own	Fir	2250
*Studebaker	925	113	B 32x6.00	B32x6.00	Own	6-3 1/8x4 1/2	27.3	L	FP	Non	Lon	Str	O	D-R	D-R	P. Lon	Own	U	3	Spi	Own	S	4.9	4.6	14.9	F	Own	Own	Ros	Kel	Kel	2465
Velie	1165	112	B30x5.25	B30x5.25	Own	6-3 1/16x4 1/4	24.4	H	FP	.....	.....	Str	V	A-L	A-L	P. B&B	Roc	U	3	Cle	Own	S	4.9	.....	.....	F	Own	Mar	Ros	Mot	Jax	2352
1 Ton																																
Acme 14	....	120	P 30x5	P 30x5	Con H8	4-3 1/16x4 1/4	18.2	L	PC	Non	Per	Til	V	A-L	A-L	P. B&B	M.M.	U	3	M.M	Sal 1595E	S	4.9	6.1	18.73	B	Sal SK267	Det	Ros	Bim	Fir	2000
Acme 16	....	120	P 30x5	P 30x5	Con 20L	6-2 3/4x4 3/4	18.2	L	PC	Non	Per	Til	V	A-L	A-L	P. B&B	M.M.	U	3	M.M	Sal 1595E	S	4.9	6.1	18.73	B	Sal SK267	Det	Ros	Bim	Fir	2100
Acorn 20P	1185	132	B 32x6.00	B 32x6.00	Con 15C	6-3 3/8x4 5/8	27.3	L	PC	Non	Chi	Zen	G	A-L	A-L	D. Ful	Ful DU10	U	3	Spi	.....	B	4.9	4.5	.....	...	.....	Tut	Lav	...	...	3500
Biederman	....	138	P 30x5	P 30x5	Con 8R	6-3 5/16x4 1/2	27.3	L	PC	Non	Own	Zen	G	Del	A-L	D. B-L	B-L 31	U	3	Spi	Cla	B	4.9	5.5	27.	A	Shu	Mat	Ros	Cla	Fir	3200
Chevrolet Cap.	495	124	B 29x4.40	P 30x5	Own Cap	4-3 1/16x4	21.7	H	PS	Non	Har	Car	V	D-R	D-R	P. Own	Own Cap.	U	3	Own	Own Cap.	S	4.9	5.43	18.03	A	Own Cap.	S.S	Own	Jax	Jax	2060
§Chicago AX	....	121 1/2	P 32x6	P 32x6	Wau XA	4-3 1/2x4 1/2	19.6	L	PC	Non	Chi	Zen	G	A-L	A-L	D. B-L	B-L 20 B	U	3	Pet	Tim 5260	B	4.9	5.71	19.07	A	Tim 11600	Mat	Ros	Smi	Fir	2850
Clydesdale 16	....	140	P 34x5	P 34x5	Con S4	4-4 1/4x4 1/2	28.9	L	FP	Non	Own	Zen	V	Bos-A	Bos-A	D. B-L	B-L 31	U	3	Spi	Tim 5620	B	F	6.43	30.86	A	Tim 1250	Per	Ros	St M	Fir	3450
Commerce 8A	....	130	P 30x5	P 30x5	Con 11U	6-3 1/4x4 5/8	25.3	L	PC	Non	Lon	Zen	V	D-R	D-R	P. Lon	Cov JUH	U	3	Blo	Cla B365	B	4.9	5.66	20.5	A	Shu 310	Bea	Ros	Smi	Fir	2900
Concord K	1750	130	P 30x5	P 30x5	Bud WTU	4-3 3/4x5 1/8	22.5	L	PC	Non	Own	Zen	V	A-L	A-L	D. Cov	Cov JUC	U	3	Blo	Col 54008	B	3/4	5.1	18.46	A	Col 5307	Bea	Ros	St M	Fir	2900
*Corbitt 20	....	132	P 30x5	P 30x5	Con 31L	6-2 7/8x4 3/4	19.8	L	FP	Non	McC	Zen	V	D-R	D-R	D. B-L	B-L	U	3	Spi	Tim 5260	B	4.9	6.14	20.45	A	Eat 750	Mat	Ros	Smi	Fir	3025
*Day-Elder M	1345	131	P 30x5	P 30x5	Con 16C	6-3 3/8x4 5/8	27.3	L	PC	Non	G&O	Zen	V	D-R	D-R	D. Ful	Ful DU10	U	3	Spi	Col 35006	B	4.9	5.57	23.9	A	Col 1631	Bea	Ros	Cla	...	3100
Denby 41	....	128	P 34x5	P 34x5	Her O	4-4x5	25.6	L	PC	.....	Lon	Zen	G	A-L	A-L	D. Ful	Ful	U	3	U-P	Col 54005	S	3/4	5.8	23.2	...	Con	Det	Ros	St M	Fir	3315
Diamond T76	....	130	P 30x5	P 30x5	Her OX	4-4x5	25.6	L	PC	Non	G&O	Zen	G	Apo	A-L†	D. Cov	Cov JUC	U	3	Spi	Col 54005	B	3/4	5.12	18.6	A	Col 5306	Mat	Ros	Smi	Fir	3240
†Diamond T150	....	127 1/2	P 30x5	P 30x5	Con 18E	6-3 3/8x4	27.3	L	PC	Non	G&O	Zen	G	A-L	A-L	D. Cov	Cov	U	3	Spi	Col	S	1/2	5.12	18.6	...	Col	Mat	Ros	...	Fir	...
§Eagle 10	....	130°	P 30x5	P 30x5	Lyc CT	4-3 3/4x5	22.5	L	PC	Non	Own	Zen	G	A-L	A-L	D. Cov	Cov JUC	U	3	Pet	Col 350-3	B	1/2	5.12	18.8	A	Col 1631	Cha	Ros	Smi	Fir	3000
Federal F6	....	124	P 30x5	P 30x5	Con 30L	6-2 7/8x4 5/8	19.8	L	PC	Non	Lon	Zen	V	D-R	D-R	P. B&B	Own	U	3	Pet	Tim 5260	B	1/2	5.85	22.3	A	Own	Mat	Gem	M.M.	Fir	2500
Federal Scout	....	124	P 30x5	P 30x5	Wau X	4-3 1/2x4 1/2	19.6	L	PC	Non	Lon	Zen	..	D-R	D-R	P. Lon	Own	U	3	Pet	Tim 5260	B	1/2	5.85	22.3	A	Own	Mat	Gem	M.M.	Fir	2400
Fisher Jr. Express	....	140	P 30x5	P 30x5	Con 31L	6-2 7/8x4 3/4	19.8	L	FP	Non	Per	Ste	V	A-L	A-L	, Lon	M.M L U	U	3	Blo	Sal F	S	1/2	6.1	.....	B	Sal F	Det	Ros	Smi	...	2500
Garford 20	1485	136	P 30x5	P 30x5	Bud WTU	4-3 3/4x5 1/8	22.5	L	PC	Non	Lon	Zen	V	A-L	A-L	P. B&B	Mun	U	3	Spi	Col	S	F	5.1	20.4	A	Col	Per	Han	Day	Fir	3300
Garford 20-6	1585	136	P 30x5	P 30x5	Bud HS6	6-3 3/8x4 1/2	27.3	L	PC	Non	Lon	Zen	V	A-L	A-L	P. B&B	Mun	U	3	Spi	Col	S	F	5.1	20.4	A	Col	Per	Han	Dav	Fir	3350
General Motors T-19	745	126 1/2	P 30x5	P 30x5	Pontiac	6-4 1/4x3 3/4	25.3	L	PC	Non	Lon	C r	P	D-R	D-R	.....	Own	U	3	Own	Own	B	1/2	5.43	37.33	A	Own	...	Jac	...	...	2525
General Motors T-20	1095	132°	P 30x5	P 30x5	Buick Std.	6-3 1/4x4 1/2	23.4	H	PC	K-P	Lon	Mar	V	D-R	D-R	D. Own	Mun	U	3	U-M	Tim 5260	B	1/2	5.57	22.28	A	Tim 11600	Arm	Ros	M. M	Kel	2900
Gotfredson 20 B	....	131°	P 30x5	P 30x5	Bud WTU	4-3 3/4x5 1/8	22.5	L	PC	Non	McC	Zen	V	D-R	D-R	P. B&B	B-L 20B	U	3	Spi	Cla B365	B	1/2	5.66	18.9	B	Shu 5400	Det	Ros	Van	Fir	3000
Graham Bros. BD	895	126	P 30x5	P 30x5	Dodge	4-3 7/8x4 1/2	24.0	L	SP	Non	McC	Ste	V	N-E	N-E	P. B&B	Own	U	3	U-P	Own	S	1/2	5.10	21.08	A	Own	Det	Ros	Cla	Kel	2590
§Graham Bros. ID	980	137	P 30x5	P 30x5	Dodge	4-3 7/8x4 1/2	24.0	L	SP	Non	McC	Ste	V	N-E	N-E	P. B&B	Own	U	3	U-P	Own	S	1/2	5.10	21.08	A	Own	Det	Ros	Cla	Kel	2860
Graham Bros. IDX	1020	137	P 33x5	P 33x5	Dodge	4-3 7/8x4 1/2	24.0	L	SP	Non	McC	Ste	V	N-E	N-E	P. B&B	Own	U	3	U-P	Own	S	1/2	5.10	21.08	A	Own	Det	Ros	St M	Fir	2875
Gramm 263N	1485	133°	P 30x5	P 32x6	Lyc S	6-3 1/4x4 1/2	25.3	L	PC	Non	Own	Zen	G	A-L	A-L	D. Cov	Cov	U	3	Blo	Eat 1002	S	1/2	5.33	21.3	B	Col 5300	Mat	Ros	Smi	Fir	3585
Gramm-Bernstein 10	....	129	P 30x5	P 30x5	Lyc CT	4-3 3/4x5	22.5	L	PC	Non	Own	Zen	G	A-L	A-L	D. Mun	Mun T23	U	3	Pie	Sal A	B	3/4	5.85	23.08	B	Sal D	Per	Ros	Ind	Fir	3020
Gran Premier 40	....	130°	P 30x5	P 30x5	Lyc CT	4-3 3/4x5	22.5	L	PC	Non	Chi	Str	V	A-L	A-L	D. B-L	B-L 31	U	3	M.M.	Tim 5260	E	1/2	5.38	21.2	B	Shu 5425	Det	Ros	Van	Gdy	2950
Gran Premier 40-6	....	130°	P 30x5	P 30x5	Lyc S	6-3 3/4x4 1/2	28.3	L	PC	Non	Chi	Str	V	A-L	A-L	D. B-L	B-L 31	U	3	M.M.	Tim 5260	E	1/2	5.38	21.2	B	Shu 5425	Det	Ros	Van	Gdy	3050
Hahn 8J4	....	138	P 30x5	P 30x5	Her O	4-4x5	25.6	L	PC	Non	G&O	Zen	V	A-L	A-L	D. B-L	B-L 30	U	3	Pet	Eat 1002	S	1/2	5.33	21.8	A	Eat 750	Mat	Ros	Van	Fir	3100
Hahn 8J6	....	138	P 30x5	P 30x5	Bud H86	6-3 5/16x4 1/2	27.3	L	PC	Non	G&O	Zen	V	A-L	A-L	D. B-L	B-L 30	U	3	Pet	Eat 1002	S	1/2	5.33	21.8	A	Eat 750	Mat	Ros	Van	Fir	3200
Indiana 11X	....	120	P 30x5	P 30x5	Her OX	4-4x5	25.6	L	PC	Non	McC	Str	G	A-L	A-L	P. B-L	B-L 31	U	3	Spi	Cla B365	S	1/2	5.1	24.48	A	Shu 5405	Bea	Ros	Cla	Fir	3300
Kenworth A	2250	131	P 30x5	P 30x5	Bud WTU	4-3 3/4x5 1/8	22.5	L	PC	Non	Own	Zen	V	D-R	D-R	D. B-L	...	U	3	Spi	Tim 6258	W	F	6.00	28.8	A	Tim 12300	Lah	Ros	Smi	Fir	4100
King Zeitler 22A	....	131	P 30x5	P 30x5	Con 31L	6-2 7/8x4 3/4	19.8	L	PC	Non	Chi	Zen	G	A-L	A-L	D. B-L	B-L 20	U	3	Blo	Tim 5260	S	1/2	6.83	22.8	A	Shu 5400	Tut	Ros	Bim	Fir	3000

Trade Name and Model	General: Chassis Price	General: Standard Wheelbase (Inches)	General: Tire Size: Front (Inches)	General: Tire Size: Rear (Inches)	Engine: Make and Model	Engine: Number of Cylinders Bore and Stroke	Engine: N.A.C.C. Rated H.P.	Engine: Valve Arrangement	Engine: Oiling System	Engine: Governor (Make)	Engine: Radiator (Make)	Engine: Fuel System: Carburetor (Make)	Engine: Fuel System: Fuel Feed	Electrical System: Ignition System (Make)	Electrical System: Generator and Starter (Make)	Clutch: Type and Make	Gearset: Make and Model	Gearset: Location	Gearset: No. of Forward Speeds	Universals (Make)	Rear Axle: Make and Model	Rear Axle: Final Drive	Rear Axle: Type	Gear Ratios: Total Reduction in High	Gear Ratios: Total Reduction in Low	Brakes, Location	Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)
1 Ton—Cont'd																																
Kissel	....	140	P 34x5	P 34x5	Own	4-37/8x5 1/2	24	I	L	SP	Non	MoC	Str	V	D-R	D-R	D. W-L	W-G T38L	U	3	Spl	Tim 6258	W	F	5 16	18 88	A	Tim 1452	Mat	Ros	Bim	Fir	3780
Kleiber	1450	136	P 30x5	P 30x5	Con	6-27/8x43/4	19.8	L	PC	Non	Own	Str	G	D-R	D-R	D. B-L	B-L 20	U	3	Spi	Tim 5260	B	1/2	5 36	....	B	Tim 12300	Bet	Ros	Smi	Fir	3000
Larrabee A3	....	133	P 30x5	P 30x5	Con 11U	6-31/4x45/8	25 3	L	PC	Non	Fed	Zen	G	D-R	D-R	D. B-L	B-L	U	3	Spl	Col 1600	B	1/2	5 10	17 1	....	Col 35006	Eat	Ros	Smi	Fir	3100
Le Moon H-10	....	140	P 30x5	P 30x5	Con 12C	6-31/4x45/8	25 3	L	FP	Non	Chi	Str	G	D-R	D-R	D. B-L	B-L 20B	U	3	Spi	Cla B-365	B	1/2	5 6	18 7	B	Tim 12300	Tut	Ros	Smi	Fir	2900
Luedinghaus	....	130	P 30x5	P 30x5	Wau V	4-4x5	25 6	L	PC	Non	Own	Zen	G	Eis	A-L	D Ful	Ful SU10	U	3	....	Wis 8000	W	1/2	....	....	A	Shu 5410	....	Ros	Smi	Fir	2850
Menominee	1650	132	P 30x5	P 30x5	Wis SU	4-4x5	25.6	H	PC	Non	Per	Zen	V	Eis	A-L	P. B&B	D-G KL400	U	3	Blo	Col 54000	S	3/4	4 58	18 3	A	Col 5400	Tut	Ros	Van	Fir	3250
Rugby Exp	975	128	P 30x5	P 30x5	Con	6-28/4x43/4	18 2	L	PC	Non	Fed	Til	V	A-L	A-L	P. Own	Own	A	4	Spi	Sal	S	1/2	5 39	19 3	E	Sal	Own	Gem	Bim	Bim	2590
Sandow G	....	120	S 33x5	S 33x5	Her OX	4-4x5	25.6	L	PS	Non	Chi	Str	G	Eis	Non	D. Ful	Ful TU3/4	U	3	Spi	She	W	....	5 5	23 4	A	Shu 310	....	Ros	Opt	Fir	3000
Sandow GA	....	130	S 32x6	S 32x6	Her OX	4-4x5	25.6	L	PC	Non	Own	Str	G	Bos-A	A-L	D. Ful	Ful TU3/4	U	3	Spi	She	S	1/2	5 5	15 6	A	She 310	Mar	Lav	Dis	Fir	3000
Service 25H	....	146	P 32x6	P 32x6	Bud WTU	4-33/4x5 1/2	22 5	L	PC	Non	Own	Zen	V	D-R	D-R	P. B&B	B-L 31	U	3	M-E	Tim 5620	B	F	6 42	30 8	A	Shu 310-20	She	Ros	Smi	Fir	3900
Stewart Buddy	995	128	P 30x5	P 30x5	Con	6-27/8x43/4	19.8	L	PC	Non	Fed	Joh	G	D-R	D-R	D. W-G	W-G	U	3	Spi	Sal	B	1/2	5 57	17 1	G	Own	Det	Gem	Cla	Fir	2550
United 16	....	122 1/2	P 32x4 1/2	P 32x4 1/2	Wau X	4-31/2x4 1/2	19 6	L	PC	Non	Per	Zen	G	A-L	A-L	P. B&B	W-G	U	3	Blo	Cla B365	B	1/2	5 66	17 63	B	Shu 5400	Det	Ros	Van	Fir	2400
United 16C6	....	120	P 32x4 1/2	P 32x4 1/2	Con 20L	6-28/4x43/4	18 2	L	PC	Non	Per	Til	V	A-L	A-L	P. B&B	W-G	U	3	Blo	Cla B-365	B	1/2	5 66	17 63	B	Shu 5400	Det	Ros	Van	Fir	2500
§U. S. U	1850	138	P 34x5	P 34x5	Bud WTU	4-33/4x5 1/2	22 5	L	PC	Non	Own	Str	V	A-L	A-L	D. B-L	B-L 31	U	3	Blo	Cla B-501	B	1/2	6 25	30 0	A	Shu 350	....	Lav	Sch	Fir	3400
Wachusett 8	....	152	S 34x5	S 34x5	Con 8R	6-33/8x4 1/2	27.3	L	PC	Non	G&O	Zen	V	Bos-A	Bos-A	D. B-L	B-L 30	U	3	Spi	Tim 5511	W	3/4	5 5	22 5	..	Tim 1250	Sav	Ros	Smi	Fir	3300
White 15 B	1545	133 1/2	P 30x5	P 30x5	Own GKA	4-33/4x5 1/2	22 5	L	PG	Non	Own	Zen	V	L-N	L-N	P. Own	Own 15	A	4	Spi	Own 15B	S	1/2	5 36	18 6	A	Own 15	Own	Own	Own	Fir	3242
*Willys Knight T-100	....	130	P 30x5	P 30x5	Own	6-2 1/2x3 7/8	20 7	X	FP	Non	Own	Til	V	A-L	A-L	P. B&B	Own	U	3	M.M.	Tim 5260	S	1/2	6 14	19 35	E	Own	Mat	Own	M.M	Hay	2700
Yellow Cab T1	1450	130	P 33x5	P 33x5	Con V4	4-33/4x5	22 5	L	PS	Non	Lon	Zen	V	Bos-A	N-E	D. B-L	B-L 35	U	4	Spi	Tim 5516	B	1/2	5 37	17 3	B	Tim1341EGO	Mar	Gem	Mot	Fir	3130
Yellow Cab T-1	1550	150	S 33x5	S 33x5	Con V4	4-33/4x5	22 5	L	PS	Non	Lon	Zen	V	Bos-A	N-E	D. B-L	B-L 35	U	4	Spi	Tim 5516	B	1/2	5 37	17 3	B	Tim1341EGO	Mar	Gem	Mot	Fir	3210
Yellow Knight T2	1095	124	P 30x5	P 32x6	Yell V	4-3 1/4x5	18 9	X	PS	Non	Lon	Zen	G	N-E	N-E	P. B&B	Mun T23	U	3	Thei	Tim 5310-21	S	1/2	6 14	24 5	A	Tim 12300	Mar	Gem	Mot	Fir	2605
1¼ Ton																																
Acme 24	....	136	P 30x5	P 30x5	Con S4	4-41/4x4 1/2	28 9	L	FP	Non	Per	Zen	V	A-L	A-L	D. Ful	Ful SU12	U	3	Blo	Col 54010	S	F	5 85	23 4	A	Col 5303	Det	Ros	Smi	Fir	3450
Atterbury 26B	....	132	P 30x5	P 30x5	Lyc S	6-31/4x4 1/2	25 3	L	PC	Non	Fed	Zen	G	A-L	A-L	D. B-L	B-L	U	3	Blo	Cla	B	1/2	5 6	18 7	A	Shu	She	Gem	Bim	Fir	3470
Biederman	....	154	P 32x6	P 32x6	Con 8R	6-33/8x4 1/2	27 3	L	PC	Han	Own	Zen	G	D-R	A-L	D. B-L	B-L 31	U	3	Spi	Cla	B	1/2	7 2	35 0	A	Shu	Mat	Ros	StM	Non	3600
Brockway Junior	....	130	P 30x5	P 30x5	Wis C	4-33/4x5	22 5	L	PC	Non	G&O	Zen	V	A-L	A-L	P. B&B	B-L 30	U	3	Spl	Col 35001	B	1/2	5 12	20 84	A	Col 1624	Row	Ros	Smi	Fir	2990
Clinton 20B	....	153	P 30x5	P 30x5	Wau V	4-4x5	25 6	L	PC	Non	Own	Zen	V	Spl	D-R	D. B-L	B-L 31	U	3	Blo	Cla B501	B	1/2	6 28	29 5	A	Shu 5405	Row	Ros	Van	Fir	3750
Clydesdale 10A	....	154°	P 34x5	P 34x5	Con S4	4-41/4x4 1/2	28 9	L	FP	Non	Own	Zen	V	Bos-A	Bos-A	D. B-L	B-L 31	U	3	Spi	Tim 6258	W	1/2	6 75	32 4	A	Tim 1250	Per	Ros	Smi	Fir	3250
Concord KX6	....	160	P 30x5	P 30x5	Bud HS6	6-33/8x4 1/2	27 3	L	PC	Non	Own	Zen	V	A-L	A-L	D. Cov	Cov JUC	U	3	Blo	Col 54008	S	F	5 1	18 46	A	Col 5307	Bea	Ros	St M	Fir	3500
Corbitt 620	....	130	P 30x5	P 30x5	Con 18E	6-33/8x4	27 3	L	FP	Non	Per	Zen	V	D-R	D-R	D. B-L	B-L 20	U	4	Spi	Tim 5260H	S	1/2	5 57	22 86	G	Tim 11703H	Mat	Ros	....	Fir	3350
†Defiance F1	....	130	P 30x5	P 30x5	Con 18E	6-33/8x4	27 3	..	PC	Non	....	Zen	....	A-L	A-L	P. B&B	Ful DU	..	3	Har	Col 35008	B	....	5 57	....	..	Shu 350	....	Gem	Smi	Fir	3200
†Diamond T77	....	138 1/2	P 30x5	P 30x5	Her WXA	6-33/8x4 1/2	27.3	L	PC	Non	G&O	Zen	G	A-L	A-L	D. Cov	Cov	U	3	Spi	Col	S	1/2	5 12	18 6	..	Col	Mat	Ros	....	Fir	3540
Gramm 263 N	1485	133°	P 30x5	P 32x6	Lyc S	6-31/4x43/4	25.3	L	PC	Non	Own	Zen	G	A-L	A-L	D. Cov	Cov	U	3	Blo	Eat 1002	S	1/2	5 33	21 3	B	Col 5300	Mat	Ros	Smi	Fir	3585
Gramm-Bernstein 10	....	129	P 30x5	P 30x5	Lyc CT	4-33/4x5	22 5	L	PC	Non	Own	Zen	G	A-L	A-L	D. Mun	Mun T23	U	3	Pic	Sal A	B	3/4	5 85	23 4	B	Sal D	Per	Ros	Ind	Fir	3020
Indiana 11	....	129 1/2	P 30x5	P 30x5	Her OX	4-4x5	25 6	L	PC	Non	McC	Str	G	A-L	A-L	P. B&B	B-L 31	U	3	Spi	Cla B365	S	1/2	5 1	24 48	A	Shu 5405	Bea	Ros	Cla	Fir	3300
Indiana 611	....	133°	P 30x5	P 30x5	Con 12C	6-31/4x45/8	25.3	L	PC	Non	McC	Str	G	A-L	A-L	P. B&B	B-L 31	U	3	Spi	Cla B365	B	1/2	5 1	24 48	A	Shu 5405	Bea	Ros	Cla	Fir	3675
Int Harvester S-24	....	130	P 32x4 1/2	P 32x4 1/2	Lyc CT	4-33/4x5	22 5	L	PC	Non	Lon	Zen	G	D-R	D-R	P. Lon	Own	U	3	M. M	Eat	S	1/2	5 33	21 3	A	Eat	S.S.	CAS	....	Fir	3050
*Int Harvester S-26	....	130	P 32x4 1/2	P 32x4 1/2	Lyc 4SL	6-31/4x4 1/2	25 3	L	PC	Non	Lon	Zen	G	D-R	D-R	P Lon	Own	U	3	M. M	Eat	S	1/2	5 33	21 3	A	Eat	S.S.	CAS	....	Fir	3090
Maccar 36	....	140	P 30x5	P 30x5	Bud HS	6-33/8x4 1/2	27 3	L	PC	Non	Lon	Zen	V	D-R	D-R	D. B-L	B-L 31	U	3	Spi	Eat 1002	B	1/2	5 66	27 2	A	Shu 5405	Row	Ros	Van	Fir	3700
Master 11	....	132	P 35x5	P 35x5	Bud WTU	4-33/4x5 1/2	22 5	L	PC	Non	Chi	Zen	G	Bos-A	Bos-A	D. Ful	Ful SU	U	3	Spi	Cla	S	1/2	5 5	22 0	A	Tim	Det	Ros	StM	Fir	3000
Republic 75-6	....	128 1/2	P 35x5	P 30x5	Lyc 4SL	6-31/4x4 1/2	25.3	L	PC	Non	Own	Zen	V	A-L	A-L	D. Ful	Ful	U	3	U-M	Eat	B	1/2	5 33	21 3	A	Eat	Mat	Han	Van	Fir	3150
Republic 75	....	124°	P 30x5	P 30x5	Lyc CT	4-33/4x5	22 5	L	PC	Non	Own	Zen	V	A-L	A-L	D. Ful	Ful	U	3	U-M	Eat	B	1/2	5 33	21 3	A	Eat	Mat	Han	Van	Fir	3000
Ruggles 18	....	134	P 30x5	P 30x5	Lyc CT	4-33/4x5	22 5	L	PC	Non	Per	Zen	V	D-R	D-R	D. B-L	B-L 20B	U	3	Spi	Col 34000	B	1/2	4 7	15 7	A	Col 1600	Det	Jac	Van	Fir	3000
Ruggles 18	....	134	P 30x5	P 30x5	Lyc 4 SG	6-31/4x4 1/2	25 3	L	PC	Non	Per	Zen	V	D-R	D-R	D. B-L	B-L 20B	U	3	Spi	Col 34000	B	1/2	4 7	15 7	A	Col 1600	Det	Jac	Van	Fir	3000
*Selden Pacemaker 25	....	142°	S 30x5	S 30x5	Con S4	4-41/4x4 1/2	28.9	L	PC	Non	Own	Str	G	D-R	D-R	D. B-L	B-L 31	U	3	.....	Cla	B	1/2	.....	.....	A	Shu	.....	Ros	Van	....	3680
*Selden Pacemaker 27	....	142°	S 30x5	S 30x5	Con C15	6-33/8x45/8	27.3	L	PC	Non	Own	Str	G	D-R	D-R	D. B-L	B-L 31	U	3	.....	Cla	B	1/2	.....	.....	A	Shu	.....	Ros	Van	....	3680
Stewart 16	1295	130	P 32x6	P 32x6	Lyc CT	4-33/4x5	22 5	L	FP	Non	Own	Zen	G	D-R	D-R‡	D. Ful	Ful SU-1	U	3	Spi	Cla B-365	B	3/4	5 10	24 0	G	Col 3008	Det	Gem	Ind	Fir	2680
Stewart 16X	1295	130	P 32x6	P 32x6	Lyc	6-31/4x4 1/2	25 3	L	FP	Non	Own	Zen	G	D-R	D-R	D. Ful	Ful	U	3	.....	Cla	B	1/2	5 1	24 0	G	.....	...	Gem	....	Fir	2800
United 20	....	128	P 30x5	P 30x5	Her OX	4-4x5	25 6	L	PC	Non	Per	Zen	G	A-L	A-L	D. B-L	B-L 20B	U	3	Blo	Cla B-365	B	1/2	5 66	17 0	A	Shu 5400	Det	Ros	Van	Fir	2900
United 20C6	....	128	P 30x5	P 30x5	Con 12C	6-31/4x45/8	25 3	L	PC	Non	Per	Zen	V	A-L	A-L	D. B-L	B-L 20B	U	3	Blo	Cla B-365	B	1/2	5 66	17 0	A	Shu 5400	Det	Ros	Van	Fir	2900
*Victor 25	....	131	P 30x5	P 30x5	Con	6-27/8x43/4	19.8	L	PC	Non	Lon	Zen	V	A-L	A-L	D. Cov	Cov JUC	U	3	Pic	Col 54000	S	3/4	5 1	20 4	B	Col 5410	Mar	Ros	....	Fir	3000
White 57	2725	141°	P 32x6	P 32x6	Own GRC	4-4x5 3/4	25.6	L	FP	Own	Own	Zen	V	L-N	L-N	P Own	Own GRBB	U	4	Spi	Own 57	S	1/2	4 67	19 3	A	Own 57	Own	Own	Own	Fir	3774
†Woods 20B6	....	129	P 30x5	P 30x5	Con 31L	6-27/8x43/4	19.8	L	PC	Non	Per	Zen	V	D-R	D-R	D. B-L	B-L	U	3	Blo	Tim	S	1/2	5 57	....	A	Shu	Tut	Ros	Bim	Fir	3050
1½ Ton																																
†Acme 36	....	136	P 32x6	P 32x6	Con 8R	6-33/8x4 1/2	27 3	L	PC	Non	Per	Zen	V	A-L	A-L	D. Ful	Ful SU12	U	3	Blo	Tim 5620	B	F	6 43	25 7	A	Tim 1460	Det	Ros	Smi	Fir	3600
Acorn 30	2300	144	S 34x4	S 34x6	Con S4	4-41/4x4 1/2	28 9	L	PC	Non	Chi	Zen	G	A-L	....	D. Ful	Ful SU 12	U	3	Spi	Cla B720	S	1/2	Opt	Opt	A	Shu 250	Tut	Ros	....	....	4400
Acorn 30-P	2300	144	P 30x5	DP30x5	Con 15C	6-33/8x45/8	27 3	L	PC	Non	Chi	Zen	G	A-L	A-L	D. Ful	Ful SU 12	U	3	Spi	Cla B365	S	1/2	Opt	Opt	A	Shu 350	Tut	Ros	....	....	....
Amer. LaFrance Chief	2850	Opt.	P 32x6	DP32x6	Bud DW6	6-33/8x5	33 7	L	PC	Bud	G&O	Zen	V	D-R	D-R	P. B&B	Ful G7	A	4	Spi	Tim 63702	W	F	6 5	31 2	E	Tim 14703	Mat	Ros	Van	Fir	5600
§Armleder 30	....	148°	S 34x4‡	S 34x6;	Her OX	4-4x5	25.6	L	PC	Non	Lon	Zen	V	Bos-A	A-L	D. B-L	B-L	U	4	Spi	Tim	W	1/2	7.25	39 0	A	Tim	Mar	Ros	Smi	Fir	4400
Armleder 30B	....	150°	S 34x4‡	S 34x6‡	Bud KBU-1	4-4x5 1/4	25 6	L	PC	Non	Lon	Zen	V	Bos-A	A-L	D. B-L	B-L	U	4	Spi	Tim	W	1/2	7.25	39.0	A	Tim	Mar	Ros	Smi	Fir	4400
Armleder 30-6	....	153°	S 34x4‡	S 34x6†	Bud HS6	6-33/8x4 1/2	27 3	L	PC	Non	Lon	Zen	V	A-L	A-L	D. B-L	B-L	U	4	Spi	Tim	W	1/2	7.25	39.0	A	Tim	Mar	Ros	Smi	Fir	4500
Atterbury 26G4	....	145	P 30x5	DP30x5	Lyc C4	4-4x5	25 6	..	PC	Non	Fed	Zen	G	A-L	A-L	D. B-L	B-L	U	3	Spi	Tim	B	F	6 4	21 4	A	Shu	She	Gem	Van	Fir	3900
Atterbury 26G6	....	145	P 30x5	DP30x5	Lyc 4S	6-31/4x4 1/2	25.3	..	PC	Non	Fed	Zen	G	A-L	A-L	D. B-L	B-L	U	3	Spi	Tim	B	F	6 4	21 4	A	Shu	She	Gem	Van	Fir	3900
Autocar A	....	142°	P 32x6	P 32x6	Own A	4-4x5 1/2	25.6	L	SP	Non	G&O	Str	V	L-N	L-N	P. Lon	B-L 31	U	3	Spi	Tim 5623-BX	S	F	6.43	30.62	E	Tim14703BX	S P	Han	....	....	3900
Biederman	....	166°	S 34x5	S 34x8	Con 8R	6-4x5	27.3	L	PC	Non	Own	Zen	G	D-R	D-R	D. B-L	B-L 31	U	3	Spi	Tim	W	1/2	7.75	38.0	A	Shu	Mat	Ros	StM	Non	4600
Brockway E	....	147 1/2°	P 32x6	P 32x6	Wis SU	4-4x5	25.6	H	PC	Non	G&O	Zen	V	L-N	L-N	D. B-L	B-L 30	U	3	Spi	Col 54002	B	F	5.12	20.84	A	Col 5308	Row	Ros	Smi	Fir	3870

Chicago 15V	....	142 1/2°	P 32x6	P 32x6	Wau V	4-4x5	25 6	L	PC	Non	Chi	Zen	G	Apo	A-L‡	D. B-L	B-L 31	U	3	Spi	Tim	W	1/2	7.25	39.0	A	Tim	Mar	Ros	Smi	Fir	4400
Clinton 32	....	153	P 32x6	P 32x6	Wau V	4-4x5	25 6	L	PC	Non	Chi	Zen	G	Apo	A-L‡	D. B-L	B-L 31	U	3	Spi	Tim	W	1/2	7.25	39.0	A	Tim	Mar	Ros	Smi	Fir	4500
Clydesdale 12	....	153	P 32x6	P 32x6	Wau V	4-4x5	25 6	L	PC	Non	Chi	Zen	G	Apo	A-L‡	D. B-L	B-L 31	U	3	Spi	Tim	W	1/2	7.25	39.0	A	Tim	Mar	Ros	Smi	Fir	4500

| | | |

Key of abbreviations, page 48

Trade Name and Model	General				Engine							Electrical System		Clutch	Gearset			Universals (Make)	Rear Axle			Gear Ratios		Brakes, Location	Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)
	Chassis Price	Standard Wheelbase (inches)	Tire Size: Front (inches)	Tire Size: Rear (inches)	Make and Model	Number of Cylinders Bore and Stroke	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiator (Make)	Fuel System: Carburetor (Make)	Fuel System: Fuel Feed	Ignition System (Make)	Generator and Starter (Make)	Type and Make	Make and Model	Location	No. of Forward Speeds		Make and Model	Final Drive	Type	Total Reduction in High	Total Reduction in Low							
1½ Ton–(Cont'd)																															
§U. S. N.	1950	144°	S 36x3½	S 36x6	Bud	4-3½x5½	22.5	L	PC	Non	Own	Str	V	A-L	A-L	D. B-L	B-L 31	U	3	Blo	Cla I-D	I	D	7.60	36.5	A	Shu 350	She	Lav	Sch	....	4070
Velie	1395	148	B 32x6.75	B 32x6.75	Own	6-3½x4½	24.4	H	FP	Non	G&O	Str	V	D-R	D-R	P. B&B	M. M. LU	U	3	M.M.	Col 35000	B	½	5.5	18.1	E	Col 1600	Mat	Ros	....	Fir	3850
Victor 40	....	135	S 34x4‡	S 34x5‡	Her O	4-4x5	25.6	L	PC	Non	Lon	Zen	G	Eis		D. Cov	Cow JUC	U	3	U-M	Wis 4600	R	F	6.1	24.0	A	Shu 5410	Mar	Ros	....	....	4010
Wachusett J.	....	148	S 36x6	S 36x6	Con J4	4-3¾x5	22.5	L	FP	Non	G&O	Zen	V	Bos-A	Bos-A	D. B-L	B-L 35	U	4	Spi	Tim 64600D	W	¾	7.20	38.5		Tim 15300	Sav	Ros	Smi	Fir	3300
Wachusett K.	....	154	.....	.....	Con K4	4-4½x5¼	27.2	L	FP	Non	G&O	Zen	V	Bos-A	Bos-A	D. B-L	B-L	U	4	Spi	Tim 6460	W	F	7.75	41.5		Tim 1520	....	Ros	....	Fir	4800
†Willys Knight 15	....	134	P 30x5	P 32x6	Own	6-2½x4⅜	20.7	X	FP	Han	Own	Til	V	A-L	A-L	P. B&B	Ful DU	U	3	Blo	Eat 1002	S	½	5.66	24.3	E	Own	Mat	Ros	Cla	Fir	3300
White 20A	2125	145½°	P 34x5	DP34x5	Own GKA	4-3¾x5½	22.5	L	PG	Non	Own	Zen	V	L-N	L-N	P. Own	Own 20A	A	4	Spi	Own .0A	R	½	9.25	32.1	A	Own 20A	Own	Own	Own	Fir	4412
*Witt-Will NN.	2850	144	S36x4	S 36x7	Con S4	4-4¼x4½	28.9	L	PC	Non	Own	Zen	V	Eis	D-R	D. B-L	B L 35	U	4	Spi	Tim 64600D	W	½	7.25	30.3	A	Tim 15300	She	Ros	Are	Fir	4300
*World D-8.	....	148½	P 30x5	DP30x5	Con 15S	8-3x4¾	28.8	L	PC	Non	Mod	Zen	V	A-L	A-L	P. B&B	Mun T-23	U	3	Blo	Tim 5620	S	F	6.43	25.72	A	Shu 5405	Own	Han	Van	Fir	3480
2 Ton																															
Acme 44.	....	150	P 32x6	P 32x6	Con S4	4-4¼x4½	28.9	L	FP	Non	Per	Zen	V	A-L	A-L	D. Ful	Ful GU12	U	4	Blo	Tim 63500	W	F	6.25	30.0	A	Tim 14703	Det	Ros	Smi	Fir	4000
*Acme 46.	....	150	P 32x6	P 32x6	Con 15C	6-3¼x4⅝	25.4	L	PC	Non	Per	Zen	V	A-L	A-L	D. Ful	Ful GU12	U	4	Blo	Tim 63500	W	F	7.33	35.3	A	Tim 14703	Det	Ros	Smi	Fir	4000
Acorn 40	2500	144	S 36x4	S 36x7	Con S4	4-4¼x4½	28.9	L	PC	Non	Chi	Zen	G	Bos-R		D. Ful	Ful SU 12	U	3	Spi	Cla B720	S	½	Opt.	Opt.	A	Shu 350	Tut	Ros	....	....	4600
Acorn 40P.	2600	144	P 34x5	DP34x5	Con 15C	6-3⅜x4⅝	27.3	L	PC	Non	Chi	Zen	G	A-L	A-L	D. Ful	Ful SU 12	U	3	Spi	Cla B720	S	½	Opt.	Opt.	A	Shu 350	Tut	Ros	....	....	4800
American La France 9R	....	156	P 32x6	DP32x6	Own DW6	6-3¾x5	33.7	L	PC	Own	G&O	Zen	V	D-R	D-R	P B&B	Own G7	A	4	Spi	Tm 63-500 BX	W	F	5.00	24.0	A	Tim 14703 BX	Mat	Ros	Van	Fir	5100
Armleder 40.	....	149	S 36x4	S 36x8	Her OX	4-4x5	25.6	L	PC	Non	Lon	Zen	V	Bos-A	A-L	D. B-L	B-L	U	4	Spi	Tim	W	F	7.25	38.8	A	Tim	Mar	Ros	Smi	Fir	....
Armleder 40-6.	....	154	S 36x4	S 36x8	Bud HS	6-3½x4½	27.3	L	PC	Non	Lon	Zen	V	A-L	A-L	D. B-L	B-L	U	4	Spi	Tim	W	F	7.25	38.8	A	Tim	Mar	Ros	Smi	Fir	....
Atterbury 24R.	....	150°	S 34x4‡	S 34x6‡	Bud KBU-1	4-4x5¼	25.6	L	PC	Non	Own	Zen	V	Eis	A-L	D. B-L	B-L	U	4	Spi	Tim	W	¼	6.5	34.7	A	Tim	S.P.	Gem	Are	Fir	4850
Autocar A	....	142°	S 34x4	S 34x7	Own A	4-4x5½	25.6	L	SP	Non	G&O	Str	V	L-N	L-N	P. Lon	B-L 31	U	3	Spi	Tim 63000	W	F	7.33	35.19	E	Tim 14703 BX	S.P.	Han	....	....	4050
*Brockway EYW.	....	150°	P 32x6	DP32x6	Wis Y	6-3⅜x5	27.3	H	PC	K.P.	G&O	Zen	V	L-N	L-N	D. B-L	B-L 35	U	4	Spi	Wis 4610	R	F	6.00	32.1	E	Col 5227	Row	Ros	Van	Fir	5090
*Brockway S.	....	142	S 34x4‡	S 34x8‡	Wis SU	4-4x5	25.6	H	PC	K.P.	Bus	Zen	V	L-N	L-N	D. B-L	B-L 30	U	3	Spi	Tim 64600	W	F	7.25	29.6	A	Tim 14700	Row	Ros	Smi	Non	4600
Chicago 20 V	....	163°	S 34x4	S 34x7	Wau V	4-4x5	25.6	L	PC	Wau	Chi	Zen	G	Apo	A-L	D. B-L	B-L 31	U	3	Pet	Tim 63500	W	F	7.75	41.46	A	Tim 14703	Mat	Ros	Smi	Gdy	4670
Chicago 20XL.	....	159½°	S 34x4	S 34x7	Wau XL	6-3½x4½	29.4	L	PC	Non	Chi	Zen	G	Apo	A-L	D. B-L	B-L 35	U	4	Pie	Tim 63500	W	F	7.75	41.5	A	Tim 14703	Mat	Ros	Smi	Fir	4700
§Clinton 45.	....	163	S 34x4‡	DS34x4‡	Wau V	4-4x5	25.6	L	PC	Wau	Own	Zen	V	Spi	D-R	D. B-L	B-L 35	A	4	Blo	Tim 64600	W	F	7.75	41.5	A	Tim 15302	Row	Ros	StM	....	4875
Clinton 42	....	153°	P 32x6	DP32x6	Wau V	4-4x5	25.6	L	PC	Non	Mod	Zen	V	Spi	D-R	D. B-L	B-L 31	U	3	Blo	Cla B501	B	F	86.2	29.5	A	Shu 5405	Row	Ros	Van	Fir	....
Clydesdale 9.	....	160°	S 34x4	S 34x6	Con S4	4-4¼x4½	28.9	L	FP	Own	Own	Zen	V	Bos-A	Bos-A	D. B-L	B-L 35	U	4	Spi	Tim 64600	W	F	7.75	41.46	A	Tim 1460	Per	Ros	Smi	Non	4600
Coleman C-25	....	109	P 32x6	P 32x6	Bud HS6	6-3⅜x4½	27.3	L	FP	Non	R-T	Str	V	D-R	D-R	D. Ful	Ful GU 12	U	5	Spi	Own	W	F	7.25	139.0	A	Own	Det	Ros	Van	....	5360
Concord GX.	2800	150	P 32x6	P 34x7	Bud KBU	4-4x5¼	25.6	L	PC	Non	Own	Zen	V	Eis	A-L	D. B-L	B-L 35	U	4	Blo	Wis 4600	R	F	54.6	29.21	A	Tim 15300	Ben	Ros	Are	Fir	4800
Concord GX6.	....	163	P 32x6	P 34x7	Bud DW6	6-3¾x5	33.7	L	FP	Non	Own	Zen	V	A-L	A-L	D. B-L	B-I 35	U	4	Blo	Wis 4600	R	F	5.46	29.4	A	Tim 15300	Ben	Ros	Are	Fir	4800
Corbitt 44.	....	148	P 32x6	S 34x7	Con S4	4-4¼x4½	28.9	L	FP	Non	Per	Zen	V	Eis	D-R	D. B-L	B-L 35	U	4	Spi	Tim 64600SP	W	F	8.75	46.8	B	Shu 5510	Mat	Ros	Smi	Fir	5195
*Corbitt 640.	....	150	P 32x6	P 34x7	Con 15C	6-3⅜x4⅝	27.3	L	FP	Non	Per	Zen	V	Eis	D-R	D. B-L	B-L 35	U	4	Spi	.....	W	F	6.5	35.0	A	Shu 5510	Mat	Ros	Smi	Fir	4400
*Corbitt 646.	....	150	P 32x6	P 34x7	Con 15C	6-3⅜x4⅝	27.3	L	FP	Non	Per	Zen	V	D-R	D-R	D. B-L	B-L 35	U	4	Spi	Tim 63702H	W	F	7.33	39.23	G	Tim 14703H	Mat	Ros		Fir	4800
*Day-Elder H.	....	144°	S 34x4‡	S 34x7	Bud WTU	4-3¾x5½	22.5	L	PC	Non	Bus	Zen	V	D-R	D-R*	D. Ful	F I SU10	U	3	Spi	Tim 63500	W	F	7.66	30.67	A	Tim 14703	Bea	Ros	Van	....	4400
*Day-Elder HB.	....	144°	P 32x6	P 34x7	Bud WTU	4-3¾x5½	22.5	L	PC	Non	Bus	Zen	V	D-R	D-R*	D. Ful	Ful SU10	U	3	Spi	Tim 5620	B	F	6.83	27.33	A	Tim 14703	Bea	Ros	Van	....	4300
*Day Elder HB6.	....	144°	P 32x6	P 34x7	Con 16C	6-3⅜x4⅝	25.3	L	FP	Non	Bus	Zen	V	D-R	D-R	D. Ful	Ful SU10	U	3	Spi	Tim 5620	B	F	6.83	27.33	A	Tim 14703	Bea	Ros	Van	....	4460
Diamond T4.	....	144½	P 30x5	P 32x6	Her OX	4-4x5	25.6	L	PC	Non	G&O	Str	G	Apo	A-L‡	D. Cov	Cow JUC	U	3	Spi	Tim 5620D	S	F	6.43	23.3	A	Shu 510	Mat	Ros	Smi	Fir	4500
Diamond T3	....	144	S 34x4	S 34x7	Her OX	4-4x5	25.6	L	PC	Non	G&O	Str	G	Apo	A-L‡	D. Cov	Cow JUC	U	3	Spi	Tim 64600D	W	F	7.25	26.3	A	Shu 510	Mat	Ros	Dav	....	5250
†Diamond T302.	....	157¾	P 32x6	P 32x6	Her WXB	6-3¾x4½	33.7	L	PC	Non	G&O	Zen	G	A-L	A-L	D. Cov	Cov	U	4	Spi	Cla	S	F	5.66	33.1		Cla	Mat	Ros	Bud	Fir	....
Dixon	2950	146	S 34x4	S 34x6	Her OX	4-4x5	25.6	L	PC	Non	G&O	Zen	V	Eis	D-R	D. Ful	Ful GU	U	4	Spi	Tim 6462	W	F	7.75	40.0	A	Shu 5550	S.P.	Ros	Van	....	4600
Douglas.	....	156°	P 32x6	P 34x7	Bud KBU-1	4-4x5¼	25.6	L	PC	Non	Own	Zen	V	Bos-R	N-E	D. Ful	Ful GU14	U	4	Blo	Wis 6600	R	F	6.9	33.12	A	Tor AA2	Tem	Ros	Van	Fir	5100
Douglas.	....	168°	P 32x6	P 34x7	Bud DW6	6-3¾x5	33.7		PC	Non	Own	Zen	V	Bos-R	N-E	D. Ful	Ful GU14	U	4	Blo	Wis 6600	R	F	6.33	30.38	A	Tor AA2	Tem	Ros	Van	Fir	5350
Douglas.	....	118	P 32x6	P 34x7	Bud KBU-1	4-4x5¼	25.6	L	PC	Non	Own	Zen	V	Bos-R	N-E	D. Ful	Ful GU14	U	4	Blo	Wis 6600	R	F	6.33	30.38	A	Tor AA2	Tem	Ros	Van	Fir	4500
Duplex 8.	....	160	P 32x6	P 36x8	Bud DW6	6-3¾x5	33	L	FP	Non	Mod	Zen	V	Eis	A-L	D. B-L	B-L	U	4	Pet	Tim	W	F	6.75	36.2	A	Shu 5510	Tut	Ros	Smi	Fir	4600
*Eagle 20.	....	134°	P 34x5	P 34x5	Bud WTU	4-3¾x5½	22.5	L	PC	Non	Opt	Own	Zen	Eis	A-L‡	D. Cov	Cov JUC	U	3	Pet	Wis 51	R	F	7.75		A	Col 7000	Cha	Ros	Smi	Fir	3800
Fageol 135.	2075	162°	P 30x5	DP30x5	Wau XL	6-3½x4½	29.4	L	PC	Non	Own	Zen	V	Bos-R	D-R	D. B-L	B-L 31	U	3	Spi	Tim 5620	B	F	4.62	22.2	A	Tim 12300	U.S	Ros	Cal	Fir	4800
Federal T20.	....	115	P 32x6	P 34x7	Wau V	4-4x5	25.6	L	PC	Wau	Lon	Zen	V	D-R	D-R	P. B&B	Own	A	4	Pet	Tim 64600D	W	F	7.25	36.2	A	Own	Mat	Gem	M.M	Fir	4000
*Federal T2B.	....	144	P 32x6	P 34x7	Wau V	4-4x5	25.6	L	PC	Wau	Lon	Zen	V	D-R	D-R	P. B&B	Own	A	4	Pet	Tim 5622SS	B	F	7.5	37.5	A	Own	Mat	Gem	M.M	Fir	4050
*Federal T2W.	....	144	S 34x4	S 34x7	Wau V	4-4x5	25.6	L	PC	Wau	Lon	Zen	V	D-R	D-R	P. B&B	Own	A	4	Pet	Tim 64600SP	W	F	7.25	36.2	B	Own	Mat	Gem	Day	....	4050
*Federal T6B.	....	144	P 32x6	P 34x7	Con 16C	6-3⅜x4⅝	27.3	L	PC	Non	Lon	Zen	V	D-R	D-R	P. B&B	Own	A	4	Pet	Tim 5622 SS	B	F	6.00	30.0	A	Own	Mat	Gem	M.M	Fir	4550
*Federal T6W.	....	144	S 34x4	S 34x7	Con 16C	6-3⅜x4⅝	27.3	L	PC	Non	Lon	Zen	V	D-R	D-R	P. B&B	Own	A	4	Pet	Tim 64600SP	W	F	6.00	30.0	B	Own	Mat	Gem	Day	....	4550
Fisher Mer. Ex.	....	146	S 36x5	S 36x7	Con S4	4-4¼x4½	28.9	L	FP	Non	Lon	Str	V	Bos-A	Bos-A	D. Ful	Ful SU12	U	3	Blo	Tim 64600SP	W	F	7.25	29.0	A	Tim 14703	Det	Ros	Smi	Fir	4100
Fisher Mer. Ex.	....	146	P 32x6	P 34x7	Con S4	4-4¼x4½	28.9	L	FP	Non	Lon	Str	V	Bos-A	Bos-A	D Ful	Ful SU12	U	3	Blo	Tim 5620	B	F	6.43	25.7	A	Tim 12300	Det	Ros	Smi	....	3900
*F.W.D.H.	3300	121	P 34x7	P 34x7	Wis SU	4-4x5	25.6	H	PC	.....	.....	Per	Zen	Eis	A-L	D. Det	Cot A	U	4	Own	Own	B	F	7.3	38.0	B	Own H	Tut	Ros	Bim	....	5300
Garford 30.	2690	144	P 32x6	P 34x7	Bud KTU	4-4x5¼	25.6	L	PC	Non	Own	Zen	G	A-L	A-L	D. Own	B-L 35	A	4	B.G.	Tim 64600D	W	½	6.5	34.7	A	Own	Per	Han	Day	Fir	4700
Garford 30-6.	2890	144	P 32x6	P 34x7	Wis Y	6-3⅜x5	27.3	H	PC	Non	Own	Zen	G	A-L	A-L	D. Own	B-L 35	A	4	B.G.	Tim 64600D	W	½	6.5	34.7	A	Own	Per	Han	Day	Fir	4800
General Motors T-40.	1950	136°	S 34x4	S 34x7	Buick Master	6-3½x4¾	29.4	H	PC	K.P.	Lon	Mar	V	D-R	D-R	D Own	Own	U	3	U-M	Own	B	½	6.14	23.83	E	Own	Arm	Ros	Day	Fir	4460
General Motors T-50.	2050	136°	S 34x4	S 34x7	Buick Master	6-3½x4¾	29.4	H	PC	K.P.	Lon	Mar	V	D-R	D-R	D. Own	Own	U	3	U-M	Tim 64601	W	½	7.75	30.07	E	Own	Arm	Ros	Day	Fir	4890
Gotfredson 41.	....	146½°	S 36x4‡	S36x8‡	Bud KBU-1	4-4x5¼	25.6	L	PC	Non	MoC	Zen	V	Bos-R	D-R	P. B&B	B-L 35	U	4	Spi	Tim 64600SP	W	½	7.25	38.8	B	Tim 14703	Det	Ros	Smi	Fir	5300
Gotfredson 46.	....	156½°	S 36x4‡	S36x8‡	Bud BA6	6-4½x5½	40.8	L	PC	Pie	MoC	Zen	V	Bos-R	D-R	D. B-L	B-L 35	U	4	Spi	Tim 64600SP	W	½	7.25	38.8	B	Tim 14703	Det	Ros	Smi	Fir	5500
*Graham Bros. OD.	1595	137	P 32x6	P 34x7	Dodge	6-3⅜x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P. B&B	Own	U	4	U-P	Own	S	½	5.67	36.83	E	Own	Det	Ros	Cla	Fir	3775
*Graham Bros. ODR.	1595	137	P 34x5	DP34x5	Dodge	6-3⅜x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P B&B	Own	U	4	U-P	Own	S	½	5.67	36.83	E	Own	Det	Ros	Bud	....	3900
*Graham Bros. ODX.	1770	137	P 32x6	DP32x6	Dodge	6-3⅜x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P B&B	Own	U	4	U-P	Own	S	½	5.67	36.83	E	Own	Det	Ros	Bud	....	4070
*Graham Bros. TD.	1665	162	P 32x6	P 34x7	Dodge	6-3⅜x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P. B&B	Own	U	4	U-P	Own	S	½	5.67	36.83	E	Own	Det	Ros	Cla	Fir	3940
*Graham Bros. TDR.	1665	162	P 34x5	DP34x5	Dodge	6-3⅜x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P. B&B	Own	U	4	U-P	Own	S	½	5.67	36.83	E	Own	Det	Ros	Bud	....	4065
*Graham Bros. TDX.	1840	162	P 32x6	DP32x6	Dodge	6-3½x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P. B&B	Own	U	4	U-P	Own	S	½	5.67	36.83	E	Own	Det	Ros	Bud	....	4240
*Graham Bros. ED.	1645	114	P 32x6	P 34x7	Dodge	6-3½x4½	27.3	L	PC	Han	Lon	Str	V	N-E	N-E	P. B&B	Own	U	4	U-P	Own	S	½	6.38	41.44	E	Own	Det	Ros	Cla	Fir	3725

*Graham Bros. EDR. 1645 114 P 34x5 DP34x5 Dodge 6-3½x4½ 27.3 L PC Han Lon Str V N-E N-E P. B&B Own U 4 U-P Own S ½ 6.38 41.44 E Own Det Ros Bud 4065

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Key of abbreviations, page 48

Trade Name and Model	General				Engine								Electrical System		Clutch	Gearset			Rear Axle			Gear Ratios			Front Axle Make and Model					
	Chassis Price	Standard Wheelbase (Inches)	Tire Size Front (Inches)	Tire Size Rear (Inches)	Make and Model	Number of Cylinders Bore and Stroke	N.A.C.C. Rated H.P.	Valve Arrangement	Oiling System	Governor (Make)	Radiator (Make)	Fuel System Carburetor (Make)	Fuel System Fuel Feed	Ignition System (Make)	Generator and Starter (Make)	Type and Make	Make and Model	Location	No. of Forward Speeds	Universals (Make)	Make and Model	Final Drive	Type	Total Reduction in High	Total Reduction in Low	Brakes, Location		Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)
2½ Ton—Cont'd																															
Armleder 50-6	....	158"	S 36x4‡	S 36x8‡	Bud BUS	6-4x5⅛	38.4	L	PC	Mon	Lon	Zen	V	A-L	A-L	D. B-L	B-L	U	4	Spl	Tim	W	F	7.25	38.8	A	Tim	Mar	Ros	Sml	Fir	5600
Atterbury 27R6	....	160	P 32x6	DP 32x6	Lyc TF	6-3⅝x5	31.5	L	FP	Non	Fed	Zen	V	Bos-A	A-L	D. B-L	B-L	U	4	Spi	Tim	W	¾	6.5	34.7	B	Tim	S.P.	Gem	Van	.....	5470
Autocar H	...	114"	S 34x5	S 36x8	Own Y	4-4¼x5½	28.9	L	SP	Pha	G&O	Str	G	Bos-A	L-N‡	P. Own	Own Y	A	4	Spi	Own H	R	F	7.72*	46.3	A	Own H	S.P.	Ros	.....	.....	5500
Biederman	....	160"	S 36x5	S 36x10	Con 6B	6-3⅝x5	33.7	L	PC	Han	Own	Zen	G	D-R	D-R	D. B-L	B-L 51	U	4	Spi	Tim	W	F	8.5	45.0	A	Shu	Mat	Ros	Bet	Non	4900
*Brockway SY	....	150"	P 32x6	P 34x7	Wis Y	6-3⅝x5	27.3	H	PC	K.P.	G&O	Zen	V	L-N	L-N	D. B-L	B-L 35	U	4	Spi	Wis 4610	R	F	6.6	35.3	E	Col 5227	Row	Ros	Sml	Fir	5145
Chicago 25V	....	168	S 36x4	S 36x8	Wau V	4-4x5	25.6		PC	Pie	Chi	Zen	G	Apo	Non	D. B-L	B-L 35	U	4	Pet	Tim 65660D	W	F	8.5	45.5	A	Tim 15302	Mat	Ros	StM	.....	5940
Clydesdale 8	....	156"	S 36x4	S 36x8	Con K4	4-4½x5¼	27.2	L	FP	Own	Own	Zen	V	Bos-A	Bos A*	D. B-L	B-L 35	A	4	Spi	Tim 6566	W	F	8.5	45.48	A	Tim 15300	Per	Ros	Sml	Non	5300
Corbitt 54	....	152	S 36x4‡	S 36x8‡	Con K4	4-4½x5¼	27.2	L	FP	Sim	Per	Zen	V	Eis	D-R‡	D. B-L	B-L 51	U	4	Spi	Tim 65600SP	W	F	9.25	55.1	B	Shu 5550	Mat	Ros	Snd	Fir	5325
Corbitt 56	....	152	S 36x4‡	S 36x8‡	Con 6B	6-3⅜x5	33.7	L	FP	Sim	Per	Zen	V	Eis	D-R‡	D. B-L	B-L 51	U	4	Spi	Tim 65600SP	W	F	8.5	45.5	B	Shu 5550	Mat	Ros	Sml	Fir	.....
*Day-Elder 1	....	144"	S 36x4‡	S 36x8‡	Bud KBU	4-4x5¼	25.6	L	PC	Non	Bus	Zen	V	D-R	D-R*	D. Ful	Ful GU12	U	4	Spi	Tim 65600D	W	F	9.25	44.4	A	Tim 15302	Bea	Ros	Van	.....	5700
Defiance E 2	....	160	S 36x4	S 36x8	Con S4	4-4¼x4½	28.9	L	PC	Non	Chi	Zen	V	A-L	A-L	D. Ful	Ful GU12	U	4	Spi	Tim 6460	W	F	7.1	....	A	Tim 1520	Det	Ros	Van	Fir	5100
Defiance O2	....	160	P 32x6	DP32x6	Con 15C	6-3⅜x4⅝	23.4	....	PC	Non	Chi	Zen	V	A-L	A-L	D. Ful	Ful GU12	U	4	Spi	Wis 6600	R	Opt	....	....	....	Tim 1520	Det	Ros	Van	Fir	.....
Denby 43	....	155	S 36x4	S 36x8	Her O	4-4x5	25.6	L	PC	....	Lon	Zen	G	Eis	.....	D. Ful	Ful	U	4	U-P	Cla	[illegible]	D	9.00	39.12	....	Con	Det	Ros	Sml	.....	4925
Diamond T-U4	....	161	S 36x4	S 36x8	Her K	4-4¼x5¾	28.9	L	PC	Pie	G&O	Str	G	Apo	A-L	D. Cov	Cov RAD4	A	4	Spi	Tim 65600D	W	F	8.5	44.2	A	Tim 15300	Mat	Ros	Day	.....	6100
Diamond T-U6	....	182¾	P 34x7	DP34x7	Her L	4-4½x5¾	32.4	L	PC	Pie	G&O	Str	G	Apo	A-L	D. Cov	B-L 55	A	7	Spi	Tim 65600D	W	F	5.4	31.3	A	Tim 15300	Mat	Ros	Bud	.....	7295
†Diamond T-U56	.....	162"	S 36x4	S 36x8	Her YXB	6-4x4¾	38.4	L	PC	K.P.	G&O	Zen	G	....	A-L	D. Cov	Cov	A	4	Spi	Tim	W	F	8.5	44.2	A	Tim	Mat	Ros	Day	.....	.....
*Fageol 250	2990	178"	P 32x6	DP32x6	Wau XK	6-3¾x4½	33.7	L	PC	Non	Own	Zen	V	Bos-R	Bos-R	D. B-L	B-L 35	U	4	Spi	Tim 63500	W	F	4.88	20.56	....	Tim 14703	U.S.	Ros	Cal	Fir	4800
Fisher Heavy Duty	....	155	P 32x6	DP32x6	Con 6B	6-3⅜x5	33.7	L	FP	.....	Lon	Str	V	D-R	D R	D. Ful	Ful GU14	U	4	Spi	Eat 2254	S	F	5.7	26.95	A	Shu 550	Det	Ros	Bud	Fir	4800
Fisher Heavy Duty	....	155	S 36x5	S 36x8	Con 6B	6-3⅜x5	33.7	L	FP	.....	Lon	Str	V	D-R	D-R	D. Ful	Ful GU 14	U	4	Spi	Tim 65600SP	W	F	8.50	40.8	A	Tim 15300	Det	Ros	Day	.....	5150
Garford 50	3750	156	S 36x4	S 36x8	Bud EBU-I	4-4¼x5½	28.9	L	PC	K.P.	Own	Zen	G	Spl	Non	D. Own	B-L 55 Max	A	7	Spi	Tim 65600D	W	F	8.5	80.7	A	Tim 15302	Per	Ros	Day	Non	5950
Garford 50-6	4150	156	S 36x4	S 36x8	Bud BUS	6-4x5⅛	38.4	L	PC	Non	Lon	Zen	G	Spl	Non	D. Own	B-L 55	A	7	Spi	Tim 65600D	W	F	8.5	80.7	A	Tim 15302	Per	Ros	Day	Non	6150
General Motors K-54	3690	133½"	S 36x5	S 36x10	G.M C. 89	4-4½x6½	32.4	L	FP	K. P.	McC	Mar	V	Eis	D-R	D. Own	Own	U	7	Own	Tim 65700	W	F	8.5	66.6	A	Tim 15300	Arm	Own	Day	Fir	6800
Gotfredson 51	....	146½"	S 36x5‡	S 36x10‡	Bud KBU-I	4-4x5¼	25.6	L	PC	Non	McC	Zen	V	Bos-R	D-R	P. B&B	B-L 35	U	4	Spi	Tim 65600SP	W	F	7.75	41.36	B	Tim 15302	Det	Ros	Day	Fir	5800
Gotfredson 56	....	156½"	S 36x5‡	S 36x10‡	Bud BA6	6-4½x5⅛	40.8	L	PC	Pie	McC	Zen	V	Bos-R	D-R	D. B-L	B-L 35	U	4	Spi	Tim 65600SP	W	F	7.75	41.36	B	Tim 15302	Det	Ros	Day	Fir	6000
Gramm 564N	2985	150"	P 32x6	DP32x6	Lyc TS	6-3⅞x5	36.2	L	PC	Han	Own	Zen	G	A-L	A-L	D. Ful	Ful GU	U	4	Blo	Wis 6617	R	F	5.33	25.4	B	Col 5200	Mat	Ros	Van	Fir	4800
Gramm-Bernstein 125	....	144"	S 36x4‡	DS36x4	Con S4	4-4¼x4½	28.9	L	FP	Non	Own	Str	G	Eis	A-L	D. Ful	Ful GU	U	4	Own	Wis	W	F	8.66	41.57	....	Shu 5410	Per	Ros	.....	.....	5440
Gramm-Bernstein C	....	144"	S 36x4‡	DS36x4‡	Con K4	4-4½x5¼	27.2	L	FP	Pie	Own	Str	V	Eis	A-L	D. Ful	Ful GOG	A	8	Blo	Wis 9890 f	W	F	8.66	76.6	B	Shu 5550	Tut	Ros	Sml	.....	5865
Gramm-Bernstein C6	....	150"	S 36x4‡	DS36x4‡	Con 6B	6-3⅜x5	33.7	L	FP	Pie	Own	Str	V	Eis	A-L	D. Ful	Ful GOG	A	8	Blo	Wis 9890T	W	F	7.75	68.6	B	Shu 5550	Tut	Ros	Sml	.....	5920
Grase Premier 55-6	....	164"	P 32x6	P 36x8	Lyc TS	6-3⅞x5	36.2	L	PC	Non	Chi	Str	V	A-L	A-L	D. B-L	B-L 51	U	4	M.M.	Tim 6566SP	W	F	7.25	.....	E	Shu 5550	Det	Ros	Van	Gdy	4900
Grass Premier 51-4	....	140	P 32x6	P 36x8	Wis X	4-4½x5	32.4	L	PC	Non	Chi	Str	V	A-L	A-L	D. B-L	B-L 51	U	4	M.M.	Eat 41000	R	.....	8.00	.....	E	Shu 5436	Det	Ros	Van	Gdy	4800
Guilder D6	2650	160	P 32x6	DP32x6	Bud HS6	6-3⅜x4½	27.3	L	PC	Non	G&O	Zen	V	D-R	D-R	D. B-L	B-L 31	U	3	Spi	Wis 471	R	F	7.26	33.6	A	Shu 54 J	Mc.	Ros	Bud	Non	3600
Hahn K Spec	....	144"	S 36x4	S 36x8	Con K4	4-4½x5¼	27.2	L	FP	Pha	Chi	Str	G	Bos-R	D-R	D. B-L	B-L	U	4	Spi	Tim 6560	W	F	8.5	....	A	Tim 1526	Mer	Ros	Opt	Opt	4400
Hahn 56	....	160	P 32x6	DP32x6	Con 6B	6-3⅜x5	33.7	L	PC	Han	Chi	Zen	V	D-R	D-R	D. B-L	B-L 51	A	4	Spi	Eat 2252	S	F	6.13	32.74	B	Shu 5550	Mat	Ros	Van	Fir	5300
*Harvey WG6	3500	185	S 36x5‡	S 36x10‡	Bud DW6	4-4¼x5½	28.9	L	PC	McC	Own	Str	G	A-L	A-L	D. B-L	B-L 55	A	7	Spi	Tim 65700D	W	F	9.33	88.6	A	Tim 15300	Bea	Ros	Int	.....	6400
Harvey WG	3500	150"	S 36x5‡	S 36x10‡	Bud EBU1	4-4¼x5½	28.9	L	PC	McC	Own	Str	G	Bos-R	Non	D. B-L	B-L 55	A	7	Spi	Tim 65700	W	F	9.33	88.6	....	Tim 15300	Bea	Ros	Int	....	6950
Hawkeye 56	3800	210"	S 36x5‡	S 36x8‡	Bud BUS	6-4x5⅛	38.4	L	PC	Non	Per	Zen	G	Bos-R	D-R‡	D. Ful	Ful HU	U	4	Pie	Wis 1400	R	F	6.86	37.4	A	Shu 5550	Det	Ros	Van	Fir	5900
Hawkeye 50	3100	Opt	S 36x5‡	S 36x8‡	Bud EBUI	4-4¼x5½	28.9	L	PC	Sim	Per	Zen	G	Bos-R	D-R*	D. Ful	Ful HU	U	4	Pie	Wis 8800	R	F	8.6	54.2	A	Shu 5550	Det	Ros	Van	Fir	5400
Hawkeye 50-60	3500	197	S 36x6	DS38x7	Bud DW6	6-3¾x5	33.7	L	PC	.....	.....	Zen	G	N-E	N-E	D. Ful	Ful HU	U	4	Pie	Wis 1400	R	F	8.00	50.2	A	Shu 5550	Det	Ros	Van	Fir	5800
Hendrickson ST	3400	....	S 36x5	S 36x8	Bud ETU	4-4½x5½	28.9	L	FP	McC	Chi	Zen	G	Spl	....	D. Ful	Ful G7	A	4	Pie	Tim 65600D	W	F	....	....	A	Tim 15300B	....	Ros	....	....	5750
†Hug 81	....	127	P 36x6	DP36x6	Bud KBU-I	4-4x5¼	25.6	L	PC	Han	You	Zen	V	Eis	D-R	D. B-L	B-L 51	U	4	Blo	Wis 8800B	R	F	8.6	.....	A	Shu 550	Cha	Ros	Own	Fir	5800
*Hug 84	....	127	P 36x6	DP36x6	Bud KBU-I	4-4x5¼	25.6	L	PC	Han	You	Zen	V	Eis	D-R	D. B-L	B-L 51	U	5	Blo	Wis 8800B	R	F	8.6	.....	A	Shu 550	Cha	Ros	Own	Fir	6088
Indiana 115A	....	132	P 32x6	DP34x7	Her OX	4-4x5	25.6	L	PC	Non	Lon	Str	G	Eis	A-L	P. B&B	B-L 35	U	4	Spi	Cla 720	S	½	8.00	42.8	....	Shu 5410	Bea	Ros	Van	Fir	5000
Indiana 615A	....	136	P 32x6	DP34x7	Wis Y	6-3⅜x5	27.3	H	PC	K.P.	Lon	Str	G	Eis	A-L	P. B&B	B-L 35	U	4	Spi	Cla 720	S	½	8.00	42.8	....	Shu 5410	Bea	Ros	Van	Fir	5190
Int. Harvester 54C	....	140"	S 36x5‡	S 36x10‡	Own	4-4½x5	28.9	H	SP	Own	Own	Own	G	Bos-R	D-R‡	D. Own	Own	U	4	Own	Own	C	D	8.75	51.5	B	Own	....	S.S.	Own	Own	Fir	6400
Int. Harvester 54	....	140"	S 36x5‡	S 36x8‡	Own	4-4¼x5	28.9	H	SP	Own	Own	Own	G	Bos-R	D-R‡	D. Own	Own	U	4	Own	Own	R	F	9.1	54.0	B	Own	....	S.S.	Own	Own	Fir	6345
Kelly-Springfield KS25	....	153	S 36x5‡	S 36x10‡	Her K	4 4¼x5¾	28.9	L	PC	Han	Mod	Zen	G	Eis	A-L	P. B&B	B-L 55 Max	A	7	Pet	Own	W	½	9.25	87.88	A	Own	....	Det	Ros	Sml	7060
Kenworth D	3130	158	P 32x6	DP32x6	BudKBU-I	4-4x5¼	25.6	L	PC	Non	Chi	Zen	V	D-R	D-R	D. B-L	B-L 35	U	4	Spi	Tim 63702	W	F	6.25	33.4	A	Tim 14703	Lih	Ros	K-B	Gdy	4700
King Zeitler 45	....	156"	S 36x5‡	S 36x8‡	Con S4	4-4¼x4½	28.9	L	FP	Han	Chi	Str	G	Bos-R	A-L‡	D. B-L	B-L 35	U	4	Pie	Tim 65600D	W	F	9.25	49.5	A	Tim 15302	Tut	Ros	StM	Fir	5400
Kissel	....	168	S 36x4	S 36x8‡	Own 50000	4-4½x5½	28.9	L	SP	Pie	McC	Str	V	Eis	D-R‡	D. W-G	Ful G7	A	4	Spi	Tim 6566	W	F	8.50	40.8	....	Tim 1544R	Mat	Ros	Mot	Std	5100
†Kleiber Speed	2950	180	P 32x6	DP32x6	Bud	6-3¾x5	33.7	L	PC	Non	Own	Str	V	D-R	D-R	D. B-L	B-L 35	U	4	Spi	Tim 63720H	W	F	6.25	33.4	A	Tim 14703H	Det	Ros	Cal	Fir	5100
Kleiber	3850	163	S 36x5‡	DS36x5‡	Con L4	4-4½x5½	32.4	L	FP	Non	R-T	Str	V	Bos-R	Bos A‡	D. B-L	B-L 51	A	4	Spi	Tim 65660D	W	F	7.75	41.5	A	Tim 1544B	Bet	Ros	Sml	.....	6500
Lange E	3650	149½	S 36x4‡	S 36x8‡	Con K4	4-4½x5¼	27.2	L	FP	Non	Own	Str	V	Apo	Non	D. B-L	B-L 51	A	4	Pet	Tim 65600	W	F	9.25	49.5	A	Tim 1544B	S.P	Ros	Hoo	Opt	5950
Le Moon H-25	....	Opt	S 36x4	S 36x8	Con 6B	6-3⅜x5	33.7	L	FP	Pie	Chi	Str	G	Bos-A	D-R	D. B-L	B-L 25	U	4	Spi	Tim 65600	W	F	7.25	38.78	A	Tim 15300	Tut	Ros	StM	Non	5600
Le Moon GP3	....	Opt	S 36x4	S 36x8	Con K4	4-4½x5¼	27.2	L	FP	Pha	Chi	Str	G	Bos-A	Non	D. B-L	B-L 51	U	4	Spi	Tim 65600	W	F	8.5	45.47	A	Tim 15300	Tut	Ros	StM	Non	5500
Luedinghaus	....	145"	S 36x5‡	S 36x8‡	Wau FU	4-4x5¾	25.6	L	PC	Wau	Own	Zen	..	Eis	Non	D. Ful	Ful GU14	U	4	Spl	Tim 65660D	W	F	....	....	A	Shu 510	Tut	Ros	Sml	....	4900
Mack AB 2½ to 3 ton	3400	146½"	S 36x4	DS36x4	Own AB	4-4¼x5	28.9	L	PS	Own	Own	Str	G	Spl	N-E‡	D. Own	Own AB	U	4	Spl	Own AB	C	D	*8.87	43.0*	B	Own AB	Mer	Own	....	....	....
Mack AB 2½ to 3 ton	3850	164½"	S 36x4	DS36x4	Own AB	4-4¼x5	28.9	L	PS	Own	Own	Str	G	Spl	N-E‡	D. Own	Own AB	U	4	Spl	Own AB	R	F	*9.25	44.9*	B	Own AB	Mer	Own	....	....	....
Master 41 A	....	154"	S 36x5	S 36x10	Bud ETU	4-4¼x5½	28.9	....	FP	.....	.....	Zen	..	Eis	.....	D. Ful	Ful G	A	4	Spl	Tim 6566	W	F	.....	.....	A	Tim	....	Ros	.....	.....	6250
Master 45	....	154"	S 36x5	S 36x10	Jackson	4-4¼x6⅝	28.9	....	FP	.....	.....	Str	..	Spl	.....	D. Ful	Ful G	A	10	Spl	Tim 65600	W	F	.....	.....	A	Tim	....	Ros	.....	.....	.....
McCarron B1	....	156	S 36x5	S 36x10	Con	4-4¼x4½	28.9	....	....	Own	Chi	Str	V	Bos-A	A-L	D. Ful	Ful	U	4	Blo	Tim 65600D	W	F	9.25	44.4	A	Tim 1544B	Mar	Ros	Sml	.....	5600
Moreland EX6	3350	178	S 36x4	S 36x8	Con 6B	6-3⅜x5	33.7	L	FP	.....	Own	Str	V	A-L	A-L	.Own	B-L 51	U	4	Pet	Tim 65601	W	F	7.25	38.8	....	Tim 15300	U.S.	Ros	K-B	Fir	5500
National 23	3725	178	P 36x6	DS36x6‡	Wau V	4-4x5	25.6	L	PC	Non	McK	Zen	G	Bos-A	Bos A	D. B-L	B-L 35	U	4	Spl	Tim 6566	W	F	8.5	45.5	A	Tim 1520	Mat	Ros	Van	Fir	5000
§Noble 156	....	176	P 32x6	DP32x6	Bud DW6	6-3¾x5	33.7	L	PC	....	Chi	Str	V	A-L	A-L	D. Ful	Ful	U	4	Blo	Tim 63500BX	W	F	6.25	32.4	B	Tim14703BX	Tut	Ros	Ind	Fir	4850
Oneida C-9	....	160	P 34x7	P 36x8	Her K	4-4½x5¾	32.4	L	PS	Non	Mod	Str	..	Apo	A-L	Ful	Ful GCL	A	4	Pet	Tim 65660	W	F	8.5	....	....	Shu 550	Mat	Ros	Sml	Gdy	5200
Oshkosh K	3350	146	P 36x8	P 36x8	Her OX	4-4x5	25.6	L	PC	Pie	Own	Zen	V	L-N	L-N	D. B-L	B-L 51	U	4	Blo	Own K	B	F	8.00	43.0	B	Own K	Tut	Ros	Cla	Gdy	5000
Oshkosh KK	3450	165	P 36x8	P 36x8	Her OX	4-4x5	25.6	L	PC	Pie	Own	Zen	V	L-N	L-N	D. B-L	B-L 51	U	4	Blo	Own K	B	F	8.00	43.0	B	Own K	Tut	Ros	Cla	Gdy	5600
Oshkosh M	2700	146	S 36x8‡	S 36x8‡	Her OX	4-4x5	25.6	L	PC	Pie	Own	Zen	V	L-N	L-N	D. B-L	B-L 51	U	4	Blo	Own K	B	F	8.00	43.0	B	Own K	Tut	Ros	Cla	Gdy	5000

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Key of abbreviations, page 48

Trade Name and Model	General: Chassis Price	General: Standard Wheelbase (inches)	General: Tire Size: Front (inches)	General: Tire Size: Rear (inches)	Engine: Make and Model	Engine: Number of Cylinders Bore and Stroke	Engine: N.A.C.C. Rated H.P.	Engine: Valve Arrangement	Engine: Oiling System	Engine: Governor (Make)	Engine: Radiator (Make)	Engine: Fuel System: Carburetor (Make)	Engine: Fuel System: Fuel Feed	Electrical System: Ignition System (Make)	Electrical System: Generator and Starter (Make)	Clutch: Type and Make	Gearset: Make and Model	Gearset: Location	Gearset: No. of Forward Speeds	Universals (Make)	Rear Axle: Make and Model	Rear Axle: Final Drive	Rear Axle: Type	Gear Ratios: Total Reduction in High	Gear Ratios: Total Reduction in Low	Brakes, Location	Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)
3 Ton—Cont'd																																
Indiana 127	....	162°	P 36x5	P 36x10	Her L	4-4½x5¾	32.4	L	PC	Pie	Lon	Str	V	Eis	A-L †	P. B&B	B-L 55	U	4	Spl	Cla 720	S	½	8 00	42.8	A	Shu 5550	Bea	Ros	Sml	.....	6490
Indiana 127A	....	141	P 32x6	DP34x7	Her K	4-4½x5¾	28.9	L	PC	Pie	Lon	Str	V	Eis	A-L†	P. B&B	B-L 51	U	4	Spi	Cla 720	S	½	7 00	41.72	A	Shu 5550	Bea	Ros	.....	.....	5300
Indiana 627A	....	147	P 32x6	DP34x7	Wis HB	6-3¾x5	33.7	I	FP	K.P.	Lon	Str	V	Eis	A-L†	P. B&B	B-L 51	U	4	Spi	Cla 720	S	½	7 00	41.72	A	Shu 5550	Bea	Ros	.....	.....	5500
Int. Harvester 63	....	140	S 36x5‡	S 36x8‡	Own 63	4-4¼x5	28 9	H	SP	Own	Own	Own	G	Own	D-R‡	D. Own	Own 63	U	4	Own	Own 63	I	D	9 00	53.1	B	Own 63	S.S.	Own	Own	Fir	5660
Kenworth J	3750	172	S 36x5	S 36x10	Bud EBU	4-4½x5½	28.9	L	PC	Non	Own	Zen	V	Bos-R	D-R	D. B-L	B-L 51	U	4	Spi	Tim 65700S	W	F	7 75	46.8	A	Tim 15302	Lah	Ros	Smi	.....	6300
KenworthG	3450	172	P 32x6	DP32x6	Bud DW6	6-3¾x5	33 7	L	PC	Non	Chi	Zen	V	D-R	D-R	D. B-L	B-L 35	U	4	Spi	Cla B7.0	B	½	6.25	33.4	A	Tim 15302	Lah	Ros	Bud	.....	5200
King Zeitler 60	....	156°	S 36x5‡	S 36x10	Con K4	4-4½x5¼	27.2	L	FP	Pha	Chi	Str	G	Eis	A-L	D. B-L	B-L 51	A	4	Blo	Tim 65700D	W	F	9 25	49.5	A	Tim 15302	Tut	Ros	StM	.....	6200
King Zeitler 62A	....	....	P 34x7	DP34x7	Con 6B	6-3¾x5	33.7	L	PC	Han	Chi	Zen	G	Bos-R	Bos-R	D. B-L	B-L 55 Max	A	7	Blo	Tim 65700SP	W	F	7 75	73 6	B	Tim 15302	Tut	Ros	Bud	Fir	6200
Kleiber Speed	4000	190	P 34x7	DP34x7	Con 6B	6-3¾x5	33.7	L	FP	Non	Own	Str	G	Bos-R	Bos-R	D. B-L	B-L 55	U	4	Spi	Tim 65600	W	F	7.75	41.5	A	Tim 15302	Bet	Ros	Cal	Fir	6200
Kleiber	4100	163	S 36x5	DS36x5‡	Con L4	4-4½x5½	32 4	L	FP	Non	R-T	Str	V	Bos-R	Bos-A	D. B-L	B-L 60	....	4	....	Tim 65700D	....	....	....	....	....	Tim 1544B	Bet	Ros	Smi	.....	.....
Kleiber Spec	4350	163	S 36x5	S 36x12	Bud BUS	6-4x5½	38 4	L	PC	Non	R-T	Str	V	Bos-R	Bos-A	D. B-L	B-L 60	....	4	....	Tim 6570D	....	....	....	....	....	Tim 1544B	Bet	Ros	Sml	.....	.....
Lange H	4250	156	S 36x5	S 36x10	Con 6B	6-3¾x5	33 7	L	PS	Non	Own	Str	V	Apo	Non	D. B-L	B-L 55	U	4	Pet	Tim 65700D	W	F	10 5	56.2	A	Tim 1544B	S. P.	Ros	Hoo	Opt	6850
Lange E3	3850	149½	S 36x5	S 36x10	Con K4	4-4½x5¼	27.2	L	FP	Non	Own	Str	V	Apo	Non	D. B-L	B-L 51	A	4	Pet	Tim 65700D	W	F	10 5	56 2	A	Tim 1544B	S. P.	Ros	Hoo	Opt	5950
*Lange M	....	140	S 36x6	S 40x10	Her YXC	6-4¾x4¾	45.9	L	PC	Non	Own	Zen	V	Apo	Non	D. B-L	B-L 60	A	7	Pet	Wis 1418	R	F	9 12	86.6	A	Tim 15300	S.P.	Ros	Van	Fir	6950
*Lange H-1	....	156	S 36x5	S 36x10	Her YXB	6-4x4¾	38 4	L	PC	Non	Own	Zen	V	Apo	Non	D. B-L	B-L 55	U	4	Pet	Tim 65700D	W	F	9 33	50 0	A	Tim 15300	S.P.	Ros	Hoo	Opt	6850
Larrabee XH25	....	173°	P 32x6	DP32x6	Con 6B	6-3¾x5	33 7	L	FP	Opt	Fed	Zen	G	D-R	D-R	D. B-L	B-L 35	U	4	Spi	Tim 65600	W	F	8 5	36.2	A	Shu 5550	Eat	Ros	Sml	Fir	5650
Le Moon H-30	....	Opt	P 34x7	DP 34x7	Con 6B	6 3¾x5	33 7	L	FP	Non	Chi	Str	G	Bos-A	D-R	D. B-L	B-L 35	U	4	Spi	Tim 65700SP	W	F	6 0	32.1	B	Tim 15300	Tut	Ros	StM	Gdy	5650
Le Moon H-31	....	Opt	P 34x6	DS 34x6	Con 6B	6-3¾x5	33.7	L	FP	Non	Chi	Str	G	Bos-A	D-R	D. B-L	B-L 35	U	4	Spi	Tim 65700D	W	F	7 25	38.78	B	Tim 15300	Tut	Ros	StM	Non	5900
Maccar 64	....	177	S 36x5	DS36x5	Bud YBUI	4-4½x6	32.4	L	PC	Pie	Own	Zen	V	D-R	D-R	D. B-L	B-L 55	A	4	Spi	Tim 65700 S	W	F	8 5	45 4	B	Tim 15302	Row	Ros	Day	.....	7500
Maccar 66	....	177	S 36x5	DS36x5	Bud BUS	6-4x5½	38 4	L	PC	Pie	Own	Zen	V	D-R	D-R	D. B-L	B-L 55	A	4	Spi	Tim 65700 S	W	F	8 5	45 4	B	Tim 15302	Row	Ros	Day	.....	7500
National 40	4350	169	P 36x6	P 36x10	Wau CU	4-4¾x5¾	30 6	L	PC	Wau	McK	Zen	G	Bos-A	Bos-A	O. H-S	B-L 51	A	4	Spi	Tim 6570D	W	F	8 5	45.5	A	Tim 1544B	Mat	Ros	Van	Fir	6200
National 41	4500	179	P 36x6	P 36x10	Wau CU	4-4¾x5¾	30 6	L	PC	Wau	McK	Zen	G	Bos-A	Bos-A	O. H-S	B-L 51	A	4	Spi	Tim 6570D	W	F	10 5	45.5	A	Tim 1544B	Mat	Ros	Van	Fir	6300
*Noble 164	....	168	S 36x5	S 36x10	Bud EBU	4-4¼x5½	25 6	I	PC	Pie	Chi	Str	V	Eis	.....	D. Ful	Ful	A	4	Blo	Tim 65700D	W	F	9 25	44.4	A	Tim 15300	Tut	Ros	Sml	Fir	6150
*Noble 166	....	190	P 34x7	DP34x7	Bud BUS	6-4½x5⅛	40 8	L	PC	Pie	Chi	Str	V	A-L	A-L	D. Ful	Ful	A	4	Blo	Tim 65702D	W	B	6 75	32.4	A	Tim 15300	Tut	Ros	Ind	Fir	6475
Onelda CC9	....	160°	P 34x7	DP34x7	Wis HB	6-3¾x5	33 7	H	PS	Non	Mod	Str	V	Apo	A-L	D. Ful	Ful GCL	A	4	Pet	Tim 65600D	W	F	8.5	.....	A	Shu 550	Mat	Ros	Smi	Fir	5200
Oshkosh H	4175	146	Opt	Opt	**Her L**	4-4½x5¾	32 4	L	PC	Pie	Own	Zen	V	Opt	.....	D. B-L	B-L 55	A	7	Blo	**Own H**	R	F	9 25	49 5	B	**Own H**	**Tut**	**Han**	Cla	Gdy	**6975**
Oshkosh HH	4275	165	S 36x6‡	~ 36x8‡	**Her L**	4-4½x5¾	32 4	L	PC	Pie	Own	Zen	V	Opt	.....	D. B-L	B-L 55	A	7	Blo	**Own H**	R	F	9 25	49 5	B	**Own H**	**Tut**	**Han**	Cla	Gdy	**7085**
Pierce-Arrow XB	3750	150	S 36x5‡	DS36x5‡	Own XB	4-4x5½	25 6	T	FP	Own	Own	Str	P	D-R	D-R	D. Own	Own XB	A	4	Spi	Own XB	W	½	9 25	48 1	A	Own XB	S P	Own	Bet	Opt	**6280**
Rehberger B	....	162	S 36x5	S 36x10	Bud YBU	4-4½x6	32 4	L	PC	K.P	Bus	Zen	V	Eis	D-R	D. B-L	B-L 51	U	4	Spi	Tim 6566	W	F	8 5	45 5	A	Shu 5550	Del	Ros	Van	Fir	6460
Reo GA	1985	159	P 32x6	DP 32x6	Con	6-3¾x5	24.3	D	PS	Non	Own	Sch	V	N-E	N-E	D. B-L	Own	U	4	Pet	Own	S	F	6 22	41 05	E	Own	S.S.	Own	Van	Fir	4310
Republic 25	....	165°	S 36x5	S 36x10	Con K4	4-4½x5¼	27 2	L	FP	Pha	Own	Zen	V	Bos-A	A-L	D. Ful	Ful	U	4	U-M	Eat	I	D	8 40	40 3	B	Eat	Mat	Jac	Van	Fir	5800
Republic 25W	....	165°	S 36x5	S 36x10	Wau CU	4-4¾x5¾	30.6	L	PC	Wau	Own	Zen	V	Bos-A	A-L	D. Ful	Ful	U	4	U-M	Eat	I	D	8 40	40 3	B	Eat	Mat	Jac	Van	Fir	5800
Republic 65	....	179°	P 34x7	DP34x7	Lyc TS	6-37x5	36.2	L	PS	Non	Own	Zen	V	A-L	A-L	D. Ful	Ful	U	4	U-M	Eat	R	F	7 5	36 0	G	Eat	Mat	Han	Van	Fir	.....
Ruggles 45	....	148	S 36x5	S 36x10	Her OX	4-4x5	25 6	L	PC	Non	Per	Zen	G	Bos-A	D-R‡	D. B-L	B-L 35	A	4	Spi	Wis 8800	R	F	7 85	42 0	A	Shu 5550	Det	Jac	Van	Fir	5200
*‡Schacht LN6W	....	160	S 36x5	S 36x12	Wau KU	6-4¼x4¾	43.3	L	PC	Han	Own	Zen	G	Bos-A	Non	D. B-L	Ful	A	4	Spl	Own	R	F	10 3	65.0	..	Own	Eat	Own	Day	....	7500
Selden Roadmaster 47	....	165	P 32x6	DP 32x6	Con 6B	6-3¾x5	33 7	L	FP	Non	Own	Str	V	D-R	Bos-A	D. B-L	B-L 35	U	4	Spi	Cla 720	S	½	Opt	Opt	A	Shu	....	Ros	Van	Fir	5500
Sterling DW14-64	....	163	S 36x4	S 36x8	Own 6XK	6-3¾x4½	33 7	L	PC	Wau	Own	Zen	V	Eis	L-N	D. B-L	B-L 51	U	4	Spi	Tim 65600	W	F	9 25	49 4	B	Tim 15300	Mat	Ros	Hoo	....	5625
*Stewart 19	3200	165	S 36x4	S 36x8	Lyc TS	6-37x5	36 2	L	PS	Non	G&O	Zen	V	D-R	D-R	D. Ful	Ful	U	4	Spi	Tim	....	....	7.25	43 2	A	Sal	Own	Ros	Cla	Fir	5290
*United 40D	....	124	P 34x7	DP34x7	Her OX	4-4x5	25 6	L	PC	Non	Per	Zen	G	Eis	A-L	D. B-L	B-L 35	U	4	Blo	Wis 6600	R	F	7.75	41 46	A	Shu 510	Det	Ros	Van	Fir	5200
U. S. 30	3375	Opt	S 36x5	S 36x10	Bud DW	6-3¾x5	33.7	L	PC	Non	Own	Str	V	A-L	A-L	D. B-L	B-L 51	A	4	Blo	Tim 65700SP	W	F	8 5	45 5	B	Shu 5550	.....	Ros	Opt	.....	6300
U S 31	3275	156°	S 36x5	S 36x10	Bud EBU-I	4-4¼x5½	28 9	I	PC	Pie	Own	Str	V	Spl	A-L	D. B-L	B-L 51	A	4	Blo	Tim 65700SP	W	F	8 5	45 5	B	Shu 5550	.....	Lav	Day	.....	6000
Valley	....	Opt.	S 36x6	S 36x10	Her K	4-4¼x5¾	28.9	L	PC	.....	Chi	Str	V	D-R	D-R	D. Ful	Ful GU	U	4	Spi	Wis	R	F	7 75	41 46	A	Shu	Tut	Ros	Opt	Fir	6340
Ward La France 2B	....	Opt	S 36x5	DS36x5	Wau CU	4-4¾x5¾	30 6	L	PC	Wau	Own	Str	G	Apo	A-L	D. B-L	B-L 51	A	4	Spi	Tim	W	F	7 25	38 8	A	Tim	Mar	Ros	Day	.....	5900
Ward La France 2B6	....	Opt.	P 36x6	DP36x6	Wau 6KL	6-4x4¾	38 4	..	FP	Wau	Own	Zen	V	Bos-R	A-L	D. B-L	B-L 51	A	4	Spi	Tim	W	F	7 25	38 8	B	Shu 5550	Mar	Ros	Van	....	.....
*Witt-Will 8S	3740	168°	S 36x4‡	S 36x10	Con K4	4-4½x5¼	27 2	L	FP	Pie	Own	Zen	V	Eis	D-R	D. B-L	B-L 55	U	4	Spl	Tim 65700D	W	F	9 25	40.0	A	Tim 15300	She	Ros	Are	Non	5700
*Witt Will S-L	4750	Opt.	S 36x5	S 36x10	Con L4	4-4½x5½	32.4	L	FP	Pie	Own	Zen	V	Eis	D-R	D. B-L	B-L 55	U	4	Spi	Tim 66600	W	F	Opt	Opt	A	Tim 16600	Mat	Ros	Are	.....	5850
†Woods 52 W 6	....	160	P 34x7	P 36x8	Bud DW6	6-3¾x5	33.7	L	PC	Non	Chi	Zen	V	D-R	D-R	D. B-L	B-L 55	A	7	The	Tim	W	F	7 75		A	Shu	Tut	Ros	Van	Fir	5900
3½ Ton																																
Acme 74	....	173	S 36x5	S 36x10	Con L4	4-4½x5½	32 4	L	FP	Pie	Per	Zen	V	Bos-A	A-L	D. Ful	Ful H	A	8	Blo	**Tim 65700**	W	F	8 5	53 55	A	Tim 15300	Det	Ros	Sml	.....	**8250**
Acme 76	....	179½	S 36x5	S 36x10	Con 8T	6-4½x5¼	40 8	L	FP	Pie	Per	Zen	V	Bos-A	A-L	D. Ful	Ful H	A	8	Blo	**Tim 65700**	W	F	7.75	48 8	A	Tim 15300	Det	Ros	Sml	.....	**6450**
American La France Y	4950	Opt	S 36x5	DS36x5	Own 3R	4-4¼x6	28 9	L	PS	Own	Bus	Zen	V	Bos-A	Bos A‡	D. Own	Own 3R	A	4	Own	**Own 5R**	W	F	8 8	47 8	B	**Own 3R**	Mer	....	Day	Non	**8600**
Autocar H	....	114°	S 34x5	S 36x10	Own Y	4-4¼x5½	28 9	L	SP	Pha	G&O	Str	G	Bos-A	L-N‡	P. Own	Own J	A	4	Spi	Own J	R	F	8 72	63 6	A	Own J	S.P.	Ros	....	....	6000
[Biederman	....	180°	S 36x6	S 36x12	Con 6B	6-3¾x5	33 7	L	PC	Han	Own	Zen	G	D-R	D-R	D. B-L	B-L 51	U	4	Spl	Tim	W	F	9 5	52 0	A	Shu	Mat	Ros	Bet	Non	7000
Clinton 85-6	....	190	P 34x7	DP34x7	Bud BUS	6-4x5½	38 4	L	FP	Non	Own	Str	V	Spl	D-R	B-L	B-L 55	A	4	Blo	Tim 65600SP	W	F	7 75	73 6	B	Tim 15302	Row	Ros	Van	Fir	5975
[Clydesdale 4	....	177°	S 36x6	DS40x6	Con B5	4-4¾x6	36 0	L	FP	Own	Own	Zen	V	Bos-A	Bos A*	D. B-L	B-L 60 Max	A	7	Spl	Tim 6666	W	F	10.3	98.16	A	Tim 16300	Per	Ros	Sml	Non	7500
Clydesdale 4X	....	177°	S 36x5	DS40x5	Con L4	4-4½x5½	32 4	I	FP	Own	Own	Zen	V	Bos-A	Bos A*	D. B-L	B-L 60 Max	A	7	Spl	Tim 6666	W	F	10 3	98.16	A	Tim 16300	Per	Ros	Sml	Non	7300
*Defiance B3	....	160	P 32x6	DP32x6	Con 6B	6-3¾x5	33 7	L	FP	Non	Own	Zen	V	Bos-A	Bos-A	D. Ful	Ful GU12	U	4	Spi	Wis 8817A	R	F	7 24	34.7	A	Tim	Det	Ros	Van	Fir	6500
Diamond T K2	....	170	S 36x5	DS36x5	**Her L**	4-4½x5¾	32 4	I	PC	Pie	G&O	Str	G	Apo	A-L	D. Cov	Cov SB	A	4	Spl	Tim 66600D	W	F	10 33	52 4	A	Tim 17300	Mat	Ros	Day	Non	7900
†Diamond T K36	....	171½°	S 36x5	S 36x10	Her YXC	6-4¾x4¾	45.9	L	PC	K.P.	G&O	Zen	G	....	A-L	D. Cov	Cov	A	4	Spi	Tim	W	F	10 3	52 2	A	Tim	Mat	Ros	Day	....	.....
Dixon	4500	160	S 36x5	S 36x10	Her G	4-4¾x5¾	36 1	L	PC	Pie	G&O	Zen	V	Eis	D-R	D. Ful	Ful	U	4	Spi	Tim 6666	W	F	8 75	45 0	A	Shu 610	S.P.	Ros	....	....	6600
Duplex EF	....	130	S 36x8	S 36x8	Bud EBU-I	4-4¼x5¼	28 9	L	PS	Non	Lon	Zen	V	Eis	A-L	D B-L	B-L	U	8	Pet	Own	I	F	8 00	86 0	A	Own	Tut	Wob	Bim	....	6500
Federal UL7	....	163	S 36x5	S 36x10	Con L4	4-4½x5½	32 4	L	FP	Pie	Own	Zen	V	Eis	D-R	P. B&B	B-L 55	A	7	Pet	Tim 65700SP	W	F	8.5	80 75	B	Own	Mat	Gem	Day	.....	6600
Federal 2K6	....	191	P 34x7	DP34x7	Wau 6KS	6-4x4¾	38 4	L	FP	Wau	Own	Zen	V	Eis	D-R	P. B&B	B-L 55	A	7	Pet	Tim 65700SP	W	F	6 8	64 12	B	Own	Mat	Gem	Bud	.....	6700
Federal 3B6	....	190	P 34x7	DP34x7	**Con 6B**	6-3¾x5	33 7	L	PC	Non	Mod	Zen	G	Eis	D-R	P. B&B	B-L 55	A	7	Pet	Tim 65700SP	W	F	6 8	64 12	B	Own	Mat	Gem	Bud	Fir	5400
F.W.D.M	5000	124	S 36x10	S 36x10	Own A	4-4¾x5½	36.1	T	PC	Pie	MeC	Str	G	Eis	N.E.	O. H-S	Cot DAF	A	3	Own	Own	B	F	8.9	35.6	B	Own	Tut	Ros	Bim	....	7600
General Motors K-72	4690	160°	S 36x5	S 40x12	Own 89	4-4½x6½	32.4	L	FP	K.P.	MeC	Mar	G	Eis	D-R	D. Own	Own	A	7	Own	Tim 66600	W	F	8.75	75.5	A	Tim 16380A	Det	Own	Day	Fir	8235

*Harvey WHC	4350	156	S 36x6‡	S 36x12	Bud YBU- 3	4-4½x6	32.4	L	PC	MeC	Own	Str	G	Eis	Non	D. B-L	B-L 60	A	7	Spl	Tim 66600	W	F	10 3	88 1A	A	Tim 16380A	Det	Own	Day	Fir	8235
*Hug 90	....	127½	P 35x7	DP35x7	Bud DW-6	6-3¾x5	33.7	L	PC	Han	Cha	Zen	G	Eis	Non	D. B-L	B-L 60	A	7	Spi	Tim 66600	W	F	10 3	88 1A	A	Tim 16380A	Det	Own	Day	Fir	8235
Indiana 126	....	160½°	P 35x7	DP35x7	Con 6B	6-3¾x5	33.7	L	PC	Han	Own	Zen	G	Eis	Non	D. B-L	B-L 60	A	7	Spi	Tim 66600	W	F	10 3	88 1A	A	Tim 16380A	Det	Own	Day	Fir	8235

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Key of abbreviations, page 48

Trade Name and Model	General: Chassis Price	General: Standard Wheelbase (Inches)	General: Tire Size Front (Inches)	General: Tire Size Rear (Inches)	Engine: Make and Model	Engine: Number of Cylinders Bore and Stroke	Engine: N.A.C.C. Rated H.P.	Engine: Valve Arrangement	Engine: Oiling System	Engine: Governor (Make)	Engine: Radiator (Make)	Engine: Fuel System Carburetor (Make)	Engine: Fuel System Fuel Feed	Electrical System: Ignition System (Make)	Electrical System: Generator and Starter (Make)	Clutch: Type and Make	Gearset: Make and Model	Gearset: Location	Gearset: No. of Forward Speeds	Universals (Make)	Rear Axle: Make and Model	Rear Axle: Final Drive	Rear Axle: Type	Gear Ratios: Total Reduction in High	Gear Ratios: Total Reduction in Low	Brakes, Location	Front Axle Make and Model	Springs (Make)	Steering Gear (Make)	Wheels (Make)	Rims (Make)	Chassis Weight (lbs.) (stripped)
4 Ton—Cont'd																																
*Stewart 22	4200	165	S 36x5	S 36x12	Lyc TS	6-3⅞x5	36.2	L	PC	Non	Own	Zen	G	D-R	D-R	D. Ful	Ful	A	4	Spi	Tim	W	F	10.5	80.75	A	Sal	Det	Ros	Day	.....	6720
United 40D	....	124¼	P 34x7	DP34x7	Her OX	4-4x5	25.6	L	PC	Non	Per	Str	G	Eis	A-L	D B-L	B-L 35	U	4	Blo	Wis 6600	R	F	7.75	41.46	A	Shu 510	Det	Ros	Van	Fir	5100
*U S. 40	4050	168"	S 36x6	S 36x12	Bud YBU-I	4-4½x6	32 4	L	PC	Mon	Own	Str	V	Spl	A-L	D. B-L	B-L 55	A	4	Blo	Tim 66700D	W	F	10.3	54 8	B	Tim 16300	.....	Lav	Day	Non	7900
Witt-Will A	....	172°	S 36x6	DS40x6	Con B5	4-4¾x6	36 1	L	PC	Pie	Own	Zen	G	Eis	D-R	D R-L	H-L 60	A	4	Spl	Tim 67600	W	F	10.2	53 3	A	Tim 1732B	She	Ros	Sn I	Non	9200
Yellow Coach Z	....	230	P 38x7	DP38x7	Yell	6-4¼x5½	43	3.	PC	Opt	Lon	Zen	V	N-E	N-E	P. Own	B-L 811XX	A	4	Spi	Tim 66220	W	½	5 2	25 89	A	Tim 1650	.....	Ros	.....	.....	8755
Yellow Coach Z	....	200	P 36x6	DP36x6	Yell	6-4¼x5½	43.3	...	PC	Opt	Lon	Zen	V	N-E	N-E	P. Own	B-L 811XX	A	4	Spi	Tim 66210	W	½	5.2	25 89	A	Tim 1650	....	Ros	.....	.....	8155
4½ Ton																																
Acme 90L	....	179⅝	S 36x5	S 40x12	Cont B7	4-5x6	40.0	L	FP	Pie	Per	Zen	V	Bos-A	A-L	D. Ful	Ful HOG	A	8	Blo	Tim 66600	W	F	8 75	82.08	A	Tim 16300	Det	Ros	Smi	....	7900
Republic 30	....	170"	S 36x5	S 36x12	Con L4	4-4½x5½	32 4	L	FP	Pha	Own	Zen	V	Bos-A	A-L	D. Ful	Ful	U	4	U-M	Eat	I	D	10.2	49.2	B	Wis	Mat	Han	Van	Fir	6700
Republic 30W	....	170°	S 36x5	S 36x12	Wau CU	4-4⅝x5¾	30.6	L	PC	Wau	Own	Zen	V	Bos-A	A-L	D. Ful	Ful	U	4	U-M	Eat	I	D	10.2	49.2	B	Wis	Mat	Han	Van	Fir	6700
5 Ton																																
Acme 104	....	180	S 36x6	S 40x14	Con B7	4-5x6	40.0	L	FP	Pie	Per	Zen	V	Bos-A	A-L	D. Ful	Ful HOG	A	8	Blo	Tim 67600	W	F	8.8	82.5	A	Tim 17300	Det	Ros	Sml	.....	8850
Acme 106	....	180	S 36x6	S 40x14	Con 8T	6-4½x5¼	40.8	L	FP	Pie	Per	Zen	V	Bos-A	A-L	D. Ful	Ful HOG	A	8	Blo	Tim 67600	W	F	8.8	82.5	A	Tim 17300	Det	Ros	Smi	.....	8850
Acorn 100	4800	160	S 36x6	S 40x14	Bud YBUI	4-4½x6	32.4	L	PC	MeC	Chi	Zen	G	Bos-R	.....	D. Ful	B-L 60	C	8	Pet	Tim 67700	W	F	Opt	Opt	A	Tim 1632	Tut	Ros	.....	.....	9000
Amer. La France V	5500	Opt	S 36x6	DS40x6	Own 5R	4-4¾x6	36.1	L	PS	Own	Bus	Zen	V	Bos-A	Bos A‡	D. Own	Own 5R	A	4	Own	Own 5R	W	F	10.0	54.4	B	Own 5R	Mer	.....	Day	Non	9600
Atterbury 24E	....	174°	S 36x6	DS40x7	Con B7	4-5x6	40 0	L	FP	Pie	Own	Zen	V	A-L	Bos-A	D. B-L	B-L 60 Max	A	7	Spi	Tim	W	F	11 6	110.7	A	Tim	S.T.	Gem	Std	Non	10225
Autocar M	....	120°	S 31x6	S 36x12	Own M	4-4½x5½	32 4	L	SP	Pha	G&O	Str	G	Bos-A	L-N‡	P. Own	Own B	A	4	Spi	Own M	R	F	9 89	72 1	A	Own Y	....	Ros	.....	Non	7200
Biederman	....	180°	S 36x7	S 36x14	Con 7T	6-4¼x6	43.3	L	PC	Han	Own	Zen	G	D-R	D-R	D. B-L	B-L 60	U	7	Spi	Tim	W	F	11 5	60.6	A	Shu	Mat	Ros	Day	Non	9200
Brockway T	....	175°	S 36x6	S 40x14	Con B7	4 5x6	40 0	L	FP	K.P.	Bus	Zen	V	Eis	L-N	D. B-L	B-L 60	A	4	Spi	Tim 68700S	W	F	10 0	53.5	B	Tim 17300	Row	Ros	Day	Non	10065
Brockway T-18	....	178°	S 36x6	S 40x14	Con B7	4-5x6	40 0	L	FP	K.P.	Bus	Zen	V	Eis	L-N	D. B-L	B-L 60 Max	A	7	Spi	Tim 68700S	W	F	10.0	95.0	B	Tim 17300	Row	Ros	Day	Non	10500
Chicago 50EU7	....	187⅝	S 36x6	S 40x12	Wau EU	4-5x6¼	40 0	L	PC	Wau	Chi	Zen	G	Apo	Non	D. B-L	B-L 60 Max	A	7	Pet	Tim 6760D	W	F	9.1	110 8	A	Tim 17300	Mat	Ros	Smi	Non	8600
Chicago 50 EU4	....	183°	S 36x6	S 40x12	Wau EU	4-5x6¼	40 0	L	PC	Wau	Chi	Zen	G	Apo	Non	D. B-L	B-L 60	A	4	Pet	Tim 6760D	W	F	11.6	62 4	A	Tim 17300	Mat	Ros	Smi	Non	8500
Clinton 120L	....	204	S 36x6	DS36x7	Wau EU	4-5x6¼	40 0	L	PC	Wau	Own	Zen	V	Spl	Bos-A	D. B-L	B-L 60	A	4	Blo	Tim 67700	W	F	8 80	47.1	A	Tim 17300	Per	Ros	StM	.....	9550
Clinton 120LM	....	204	S 36x6	DS36x7	Wau EU	4-5x6¼	40 0	L	PC	Wau	Own	Zen	V	Spl	Bos-A	D. B-L	B-L 60 Max	A	7	Blo	Tim 67700	W	F	8 80	83 6	A	Tim 17300	Per	Ros	StM	.....	9650
Clydesdale 2	....	176°	S 36x7	DS40x7	Con B7	4-5x6	40.0	L	FP	Own	Own	Zen	V	Bos-A	Bos A*	D. B-L	B-L 60 Max	A	7	Spi	Tim 6760	W	F	11 6	110 8	A	Tim 17300	Per	Ros	Smi	Non	9750
*Coleman 4	....	144	P 42x9	P 42x9	Bud YBU-I	4-4½x6	32.4	L	FP	.....	R-T	Str	V	D-R	D-R	D. Ful	Ful RU 16	U	8	Spi	Wis 120J-FF	R	F	8.66	140 3	E	Wis 120JFF	Det	Ros	Day	Fir	8750
*Coleman 6-O	....	144	P 42x9	P 42x9	Bud BUS	6-4x5½	38.4	L	FP	.....	R-T	Str	V	D-R	D-R	D. Ful	Ful RU16	U	8	Spi	Wis 120JFF	R	F	8 66	140 3	E	Wis 120JFF	Det	Ros	Day	Fir	8750
*Coleman 6-OX	....	144	P 42x9	P 42x9	Bud BUS	6-4x5½	38.4	L	FP	.....	R-T	Str	V	D-R	D-R	D. Ful	Ful RU16	U	8	Spi	Wis 120JFF	R	F	8 66	140 3	E	Wis 120JFF	Det	Ros	Day	Gdy	9660
Corbitt 70	....	178	S 36x6	DS40x6	Con B7	4-5x6	40.0	L	FP	Sim	Per	Zen	V	Eis	L-N‡	D. B-L	B-L 60 Max	A	7	Spi	Tim 68700SP	W	F	10 0	95.0	A	Shu 650	Mat	Ros	Smi	Non	9410
*Day-Elder L	....	170"	S 36x6	DS40x7	Bud BBU	4-5x6½	40 0	L	PC	Pie	Bus	Zen	V	Eis	D-R‡	D. Ful	Ful H	A	4	Spi	Tim 67700D	W	F	10.2	64.6	A	Tim 17300	Bea	Gem	Van	.....	10000
Denby 210	....	170	S 36x6	DS40x6	Con B5	4-4¾x6	36.1	L	PC	.....	Lon	Zen	G	Eis	.....	D. Ful	Ful HU	A	4	U-P	Cla	...	D	12.5	62.7	...	Tim	Det	Ros	Smi	.....	8590
Diamond T S2	....	180	S 36x6	DS40x6	Her G	4-4¾x5¾	36 1	L	PC	Pie	G&O	Str	G	Apo	A-L	D. Cov	Cov SB	A	4	Spi	Tim 677000D	W	F *	11.66	59.1	A	Tim 17300	Mat	Ros	Day	Non	9500
Dixon	4800	160	S 36x5	S 36x12	Her G	4-4¾x5¾	36 1	L	PC	Pie	G&O	Zen	V	Eis	D-R	D. Ful	Ful	A	8	Spi	Tim 6666	W	F	8 75	137 0	A	Shu 610	S.P.	Ros	Day	.....	8100
†Douglas	....	210	P 38x9	P 38x9	Bud BA6	6-4½x5½	40 8	L	PC	Bud	Own	Zen	V	L-N	L-N	D. Ful	Ful HOG	A	8	Blo	Wis 7500	W	F	8 25	45.2	A	Shu 615	Tut	Ros	Van	Fir	10000
Douglas	....	185°	S 36x6	S 40x12	Bud BBU	4-5x6½	40.0	L	PC	Non	Own	Zen	V	Eis	N-E	D. Ful	Ful HU	U	4	Blo	Wis 1450	R	F	9 12	57.5	A	Wis 50	Tut	Ros	Van	.....	9200
Eagle 106	....	144°	S 36x6	S 36x12	Bud YTU	4-4½x6	42 4	L	PC	.....	Own	Zen	G	Eis	A-L‡	D. B-L	B-L 60	A	7	Pet	Wis 1450	R	F	10 4	115 0	A	Wis 30	Cha	Ros	Sm!	.....	8600
Garford 100	5400	162	S 36x6‡	S 40x14	Bud BTU	4-5x6½	40.0	L	PC	K.P	Own	Zen	G	Spl	Non	D. Own	B-L 60 Max	A	7	B.G.	Tim 67700D	W	F	10.25	97.38	A	Tim 1632B	Per	Ros	Bet	Non	9450
General Motors K-102	5320	160°	S 36x6	S 40x14	Own 89	4-4½x6½	32.4	L	FP	K.P.	McC	Mar	V	Eis	D-R	D Own	Own	A	7	Own	Tim 67600	W	F	10 0	86 3	A	Tim 1732	Det	Own	Day	Fir	9245
Gotfredson 100	....	169¼°	S 36x6	DS40x8	Bud BBU	4-5x6½	40.0	L	PC	Pie	McC	Zen	V	Bos-R	D-R	D. B-L	B-L 60 Max	A	7	Spi	Tim 68700SP	W	F	11 6	110.8	B	Tim 17300	Det	Ros	Day	Non	12000
Gotfredson 106	....	173⅜°	S 36x7	DS40x8	Bud GL6	6-4½x6	48 6	L	PC	Pie	McC	Zen	V	Bos-R	D-R	D. B-L	B-L 60 Max	A	7	Spi	Tim 68700SP	W	F	11 6	110 8	B	Tim 17300	Det	Ros	Day	Non	12400
Gramm 60	5370	153°	S 36x6	S36x14	Her G	4-4¾x5¾	36 1	L	PC	Pie	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 1700	R	F	7.33	133 4	B	Wis 30	Mat	Ros	Smi	Non	8700
Gramm 60	5650	153°	S 36x6	S36x14	Lyc TS	6-3⅞x5	36.2	L	FP	Han	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 1700	R	F	7.33	133 4	B	Wis 30	Mat	Ros	Smi	Non	8700
Gramm-Berns'n 50	....	168°	S 36x6	DS40x6	Con B7	4-5x6	36 1	L	PC	Pie	Own	Str	G	Eis	A-L	D. Ful	Ful H1	A	8	Own	Wis 1010F	W	F	11.75	125.7	B	Shu 610	Per	Ros	Smi	Non	9700
Guilder K5	....	170	S 36x6	DS40x6	Bud YTU	4-4½x6	32 4	L	PC	Pie	G&O	Zen	G	Eis	Non	D. B-L	B-L 60	A	4	M-E	Wis 1600	R	F	9 00	.....	B	Shu 650	Mer	Ros	Van	Opt	8800
Hahn R	....	162°	S 36x6	S 40x12	Con B5	4-4¾x6	36 1	L	FP	Pha	Chi	Str	G	Bos-R	L-N	D. B-L	B-L 60	U	4	Spi	Tim 6760	W	F	10 25	.....	A	Tim 1632B	Mer	Ros	Opt	Opt	8450
Hendrickson V4	5300	.....	S 36x7	S 40x14	Wau EU	4-5x6¼	40 0	L	FP	Wau	Chi	Zen	G	Spl	.....	D. B-L	B-L 70	A	7	Pic	Tim 67700D	W	F	.....	.....	A	Tim 17300	.....	Ros	.....	.....	9800
Indiana 41	....	172°	S 36x6	S 40x12	Her G	4-4¾x5¾	36.1	L	PC	Pie	Lon	Str	V	Eis	Opt	P. B&B	B-L 60 Max	A	7	Spi	Tim 68700SP	W	F	10 0	95 0	B	Shu	Bea	Ros	Smi	.....	9600
Int. Harvester 104C	....	154°	S 36x6	S 40x14	Own	4-4¼x5	28 9	h	SP	Own	Own	Own	G	Bos-R	D-R‡	D. Own	Own	U		Own	Own	C	D	10 6	86.0	B	Own	S.S.	Own	Own	Fir	8900
Int. Harvester 103	....	160	S 36x5‡	S 40x14	Own	4-4¼x5	28 9	H	SP	Own	Own	Own	G	Own	D-R‡	D. Own	Own 103	U	4	Own	Own 103	I	D	11 0	65 0	B	Own 103	S.S.	Own	Own	Fir	7580
Kelly Springfield KS50	....	160	S 36x6‡	S 40x14	Own	4-4½x6½	32 4	T	PC	Pie	Lon	Zen	G	Eis	A-L	P B&B	B-L 60 Max	A	7	Pet	Tim 67600	W	F	11 66	110 77	A	Own	Det	Ros	Smi	.....	9860
Kenworth S	5250	178	S 36x6	S 40x14	Bud BTU	4-5x6½	40 0	L	PC	Pie	Own	Zen	V	Bos-R	D-R	D. B-L	B-L 60 Max	A	7	Spi	Tim 68700SP	W	F	8 75	89 0	B	Tim 17300	Lah	Ros	Smi	.....	9700
Kissel Goliath	....	168	S 36x6	S 40x14	Wau DU	4-4½x6¼	32 4	L	PC	Pie	MeC	Str	V	Eis	.....	P. B-L	Ful H	A		Spi	She W32	W	½	11 75	73 6	...	She 3FA20	Mat	Ros	Smi	.....	8800
Kleiber	5400	185	S 36x6‡	S 40x14‡	Con B5	4-4¾x6	36 1	L	FP	Non	R-T	Str	V	Bos-R	Non	D. B-L	B-L 60	A	4	Spi	Tim 6760	W	F	10 3	54 8	A	Tim 1730	Bet	Ros	Smi	.....	10400
Le Moon GP5	....	Opt	S 36x6	S 40x12	Con B7	4-5x6	40.0	L	FP	Pha	Chi	Str	G	Bos	Non	D. B-L	B-L 60	A	4	Spi	Tim 67600	W	F	11 66	62.38	A	Tim 17300	Tut	Ros	StM	Non	10000
Luedinghaus	....	160°	S 36x6‡	S 40x6‡	Wau EU	4-5x6¼	40 0	L	PC	Wau	Own	Zen	G	Eis	Opt‡	D. B-L	B-L 60	A	4	Spi	Tim 67600	W	F	11 6	.....	A	Shu	Tut	Ros	Smi	.....	9500
Maccar G1	....	186	S 36x6	DS40x6	Wis RBU	4-5x6	40 0	L	PC	Pie	Own	Str	V	Eis	D-R	Rem	B-L 60	A	4	Spl	Tim 6760D	W	F	10.2	54.8	A	Tim 17300	Row	Ros	Day	.....	8975
Mack AC 5½ to 7	5500	168°	S 36x6	DS40x6	Own AC	4-5x6	40 0	L	PS	Own	Own	Str	G	Spl	N-E‡	P. Own	Own AC	J	4	Spi	Own AC	C	D	*8 31	53.3*	D	Own AC	Mer	Own	....	.....	.....
Master 64	....	170°	S 36x6	S 40x14	Bud BTU	4-5x6½	40 0	L	PC	Pie	Chi	Zen	V	Opt	Non	D. Ful	Ful H	A	10	Spl	Tim 6766	W	F	Opt	Opt	A	Tim	Det	Ros	Sml	Non	.....
Oneida E-9	....	180	S 36x8	DS40x7	Her G	4-4¾x5¾	36 1	L	PS	Non	Mod	Str	V	Apo	A-L	B-L	B-L 60	A	4	Pet	Tim 67660	W	F	10 1	.....	A	Tim 1730	Mat	Ros	Sml	Gdy	9400
Oshkosh F	5180	146	S 36x8‡	S 36x12‡	Wau EU	4-5x6¼	40 0	L	PC	Wau	Own	Zen	V	Opt	Non	D. Ful	Ful HU	U	4	Blo	Own	B	F	7.90	47.4	B	Own	Tut	Han	Cla	.....	8350
Pierce-Arrow RD	5400	162	S 36x6	DS36x7	Own RD	4-4½x6¾	32 4	T	FP	Own	Own	Str	P	D-R	D-R	D. Own	Own RD	A	4	Spl	Own RD	W	F	7 8	40.4	B	Own RD	S.P	Own	Bet	.....	8750
Rehberger D	....	186	S 36x6	S 40x14	Bud BTU	4-5x6½	40.0	L	PC	K-P	Bus	Zen	V	Eis	D-R	D. B-L	B-L 60	A	4	Spi	Tim 6760	W	F	10.25	54.8	A	Tim 17300	Del	Ros	Van	.....	10010
Republic 35	....	170°	S 36x6	S 36x14	Wau DU	4-4½x6¼	32 4	L	PC	Wau	Own	Str	V	Bos-A	A-L	D Ful	Ful	A	8	U-M	Eat	I	D	7 67	95 5	B	Wis	Mat	Han	Van	Fir	7500
Sandow L	....	175	S 36x6	S 40x12	Bud BTU	4-5x6½	40.0	L	FP	Mon	Chi	Str	G	Bos-A	Non	D. B-L	B-L 60	A	4	Spi	Tim 6766	W	½	11 0	46 6	B	Tim 1732B	....	Ros	.....	.....	7800
*Schacht SeriesR	....	168	S 36x6	DS40x7	WauKU	6-4¼x4¾	43.3	L	PC	Han	Own	Zen	G	Bos-A	Non	D. B-L	B-L	A	7	Spi	Own	W	F	14.0	88.2	B	Own	Eat	Ros	Day	.....	9500

5 Ton—(Cont'd)

| | | |

Gasoline Tractor Trucks—Cont'd

General Motors K-15T	....	111¼	S	36x5	S	36x14	G.M.C. 89	4-4½x6½	32.4	L	FP	K.P.	McC	Mar	V	Eis	D-R	D. Own	Own	U	7	Own	Tim 67600	W	F	11.65	91.46	A	Tim 16380	Det	Own	Day	Non	8477
Gramm 35-6 ton	4160	153°	S	36x5‡	S	36x10‡	Her L	4-4½x5¾	32.4	L	PC	Pie	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 8800	R	F	6.33	115.5	B	Wis 30	Mat	Ros	Smi	Non	7100
Gramm 35-6 ton	4440	153°	S	36x5‡	S	36x10‡	Lyc TS	6-3⅞x5	36.2	L	FP	Han	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 8800	R	F	6.33	115.5	B	Wis 30	Mat	Ros	Smi	Non	7100
Gramm 45-10 ton	4730	153°	S	36x5‡	S	36x12‡	Her L	4-4½x5¾	32.4	L	PC	Pie	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 1450	R	F	7.08	128.8	B	Wis 30	Mat	Ros	Smi	Non	7600
Gramm 45-10 ton	5020	153°	S	36x5‡	S	36x12‡	Lyc TS	6-3⅞x5	36.2	L	FP	Han	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 1450	R	F	7.08	128.8	B	Wis 30	Mat	Ros	Smi	Non	7600
Gramm 60-15 ton	5370	153°	S	36x6	S	36x14	Her G	4-4¾x5¾	36.1	L	PC	Pie	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 1700	R	F	7.33	133.4	B	Wis 30	Mat	Ros	Smi	Non	8700
Gramm 60-15 ton	5650	153°	S	36x6	S	36x14	Lyc TS	6-3⅞x5	36.2	L	FP	Han	Own	Zen	V	A-L	A-L	D. Ful	Ful H	A	8	Blo	Wis 1700	R	F	7.33	133 4	B	Wis 30	Mat	Ros	Smi	Non	8700
Harvey WTT 6 ton	3950	125	S	36x5	S	36x10	Bud EBU-I	4-4½x5½	28 9	L	PC	McC	Own	Str	G	Bos-R	Non	D. B-L	B-L 55	A	7	Spi	Tim 65700	W	F	10.5	99 75	A	Tim 15300	Bea	Ros	Int	....	6950
Harvey WHT 10 ton	4250	125	S	36x6	S	36x12	Bud YBU-I	4-4½x6	32 4	L	PC	McC	Own	Str	G	Bos-R	Non	D. B-L	B-L 60	A	7	Spi	Tim 66600	W	F	10.3	98 15	A	Tim 16300	Bea	Ros	Int	....	8900
Int. Harvester 43	....	115	S	36x4	S	36x7	Own 43	4-3¾x5	22 5	H	SP	Own	Own	Own	G	Own	Opt	D. Own	Own	U	4	Own	Own 43	I	D	9 00	51 1	B	Own 43	S.S.	Own	Own	....	4760
Int. Harvester 63	....	120	S	36x5	S	36x8	Own 63	4-4¼x5	28 9	H	SP	Own	Own	Own	G	Own	Opt	D. Own	Own	U	4	Own	Own 63	I	D	9 00	53 1	B	Own 63	S.S.	Own	Own	....	5600
Int. Harvester 163	....	134	S	36x5	S	40x14	Own 103	4-4¼x5	28 9	H	SP	Own	Own	Own	G	Own	Opt	D. Own	Own	U	4	Own	Own 103	I	D	11.00	64 9	B	Own 103	S.S.	Own	Own	....	7435
Int. Harvester 54C	....	122	S	36x5	S	36x10	Own	4-4¼x5	28.9	H	SP	Own	Own	Own	G	Bos-R	Opt	D. Own	Own	U	4	Own	Own	C	D	8.15	48 0	B	Own	S.S.	Own	Own	.....	.....
Int. Harvester 74C	....	137	S	36x6	S	36x12	Own	4-4¼x5	28.9	H	SP	Own	Own	Own	G	Bos-R	Opt	D. Own	Own	U	8	Own	Own	C	D	10.6	86.0	B	Own	S.S.	Own	Own	.....	.....
Mack AB 5-Ton	3400	122½	S	36x4	DS36x4		Own AB	4-4¼x5	28.9	L	PS	Own	Own	Str	G	Spl	N-E‡	D. Own	Own AB	U	1	Spl	Own AB	C	D	10 5*	51 1*	B	Own AB	Mer	Own	....	.....	.....
Mack AC 7-Ton	4950	128	S	34x5	DS36x5		Own AC	4-5x6	40 0	L	PS	Own	Own	Str	G	Spl	N-E‡	P. Own	Own AC	J	4	Spi	Own AC	C	D	9.1	58.0*	D	Own AC	Mer	Own	....	.....	.....
Mack AC 10-Ton	5500	128	S	34x6	DS36x6		Own AC	4-5x6	40 0	L	PS	Own	Own	Str	G	Spl	N-E‡	P. Own	Own AC	J	4	Spi	Own AC	C	D	9.7	62.2*	D	Own AC	Mer	Own	....	.....	.....
Mack AC 15-Ton	6000	128	S	34x7	DS36x7		Own AC	4-5x6	40 0	L	PS	Own	Own	Str	G	Spl	N-E‡	P. Own	Own AC	J	4	Spi	Own AC	C	D	11 5*	73.5*	D	Own AC	Mer	Own	....	.....	.....
Pierce-Arrow XB	3750	140	S	36x5	S	36x5	Own XB	4-4x5½	25 6	T	FP	Own	Own	Str	P	D-R	D-R	D. Own	Own XB	A	4	Spi	Own XB	W	½	9.25	50.2	A	Own	S.P	Own	Own	Non	6180
Pierce-Arrow RD	5400	133	S	36x6	S	36x6	Own RD	4-4½x6¾	32 4	T	FP	Own	Own	Str	P	D-R	D-R	D. Own	Own RD	A	4	Spi	Own RD	W	F	7.8	41 5	B	Own	S.P	Own	Own	Non	8650
Pierce-Arrow RF	5600	132	S	36x6	S	36x7	Own RF	4-4½x6¾	32 4	T	FP	Own	Own	Str	P	D-R	D-R	D. Own	Own RF	A	4	Spi	Own RF	W	F	10 0	51 9	B	Own	S.P	Own	Own	Non	9340
Saurer	6000	Opt	S	40x6	DS40x7		Own	4-4¾x3⅜	29 3	L	PS	Own	Own	Own	G	Scr	K. Own	Own	Own	U	4	Own	Own	B	F	7 87	50.	B	Own	Own	Own	Own	....	7500
Schacht 5 Ton	....	130	S	34x5	S	34x10	Wau XK	6-3¾x4½	33 7	L	PC	.....	Own	Zen	G	L-N	L-N	D. Ful	Ful	U	4	Spi	Own	R	F	9.42	45 22	A	Own	Eat	Ros	....	Non	6700
Schacht 7 Ton	....	130	S	36x5	S	36x12	Wau KU	6-4¼x4¾	43 3	L	PC	.....	Own	Zen	G	Bos-A	Non	D. B-L	Ful	U	4	Spi	Own	R	F	10 3	65.0	B	Own	Eat	Own	....	Non	7500
Schacht 13 Ton	....	130	S	36x6	DS40x7		Wau KU	6-4¼x4¾	43 3	L	PC	.....	Own	Zen	G	Bos-A	Non	D. B-L	B-L	U	7	Spi	Own	W	F	14 0	88.2	B	Own	Eat	Ros	.....	Non	10000
Schacht 15 Ton	....	130	S	36x7	DS40x8		Wau KU	6-4¼x4¾	43 3	L	PC	.....	Own	Zen	G	Bos-A	Non	D. B-L	B-L	U	7	Spi	Own	W	F	14.0	88.2	B	Own	Eat	Ros	....	Non	10600
Service 61	....	127⅝	S	36x4	S	36x10	Bud EBU-I	4-4½x5½	28 9	L	PC	Non	.....	Str	V	Eis	D-R	P. B&B	B-L 51	A	4	Spi	Tim 6566	W	F	7 75	41 5	A	Tim 1544B	She	Ros	Int	....	5785
Service 81	....	131⅞	S	36x5	S	36x12	Bud YBU-I	4-4½x6	32.4	L	PC	Non	.....	Str	V	Eis	D-R	P. B&B	B-L 60	A	4	Spi	Tim 6666	W	F	7.8	41.7	A	Tim 1632B	She	Ros	Int	...	7900
Service 103	....	131⅞	S	36x6	S	40x14	Bud YBU-I	4-4½x6	32.4	L	PC	Non	.....	Str	V	Eis	D-R	P. B&B	B-L 60	A	7	Spi	Tim 6760	W	F	10.25	97 3	A	Tim 1732B	She	Ros	Int	.....	9150
Sterling DW10T-5	....	148	S	36x4	S	36x8	Own CU	4-4¾x5¾	....	L	PC	Wau	Own	Zen	V	Eis	.....	D. B-L	B-L 51	U	4	Spi	Tim	W	F	7.25	38 8	A	Tim	Mat	Ros	Hoo	.....	4680
Sterling EW15T-7½	....	148	S	36x5	S	40x10	Own DU	4-4½x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	B-L 60	A	4	Spi	Tim	W	F	8 7	51 8	A	Tim	Mat	Ros	Hoo	.....	7775
Sterling EW20T-10	....	148	S	36x6	S	40x12	Own DU	4-4½x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	B-L 60	A	4	Spi	Tim	W	F	8.8	52.4	A	Tim	Mat	Ros	Hoo	.....	8675
Sterling EWS24T-12	....	148	S	36x6	S	40x12	Own EU	4-5x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	B-L 60	A	4	Spi	Tim	W	F	8.8	52.4	A	Tim	Mat	Ros	Hoo	.....	9175
Sterling EC20T-10	....	148	S	36x6	S	40x12	Own DU	4-4½x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	Own	A	6	B.G.	Own	C	D	8.7	52 7	A	Tim	Mat	Ros	Hoo	.....	8100
Sterling ECS24T-12	....	148	S	36x6	S	40x12	Own EU	4-5x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	Own	A	6	B.G.	Own	C	D	8.7	52.7	A	Tim	Mat	Ros	Hoo	.....	8400
Sterling EC28T-14	....	148	S	36x6	S	40x12	Own EU	4-5x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	Own	A	6	B.G.	Own	C	D	8.7	52.7	A	Tim	Mat	Ros	Hoo	.....	8800
Sterling EC32T-16	....	148	S	36x6	S	40x14	Own EU	4-5x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	Own	A	6	B.G.	Own	C	D	8.7	52.7	A	Tim	Mat	Ros	Day	.....	9825
Sterling EC50T-25	....	148	S	36x7	S	40x14	Own GU	4-5¾x6¼	....	L	PC	Wau	Own	Zen	V	Eis	.....	O. H-S	Own	A	6	B.G.	Own	C	D	9.8	59 5	A	Tim	Mat	Ros	Dav	.....	10250
†Walter FK	6100	Opt.	P	40x8	†P	40x8	Own 6	6-4¼x4¾	43.4	L	PC	Own	Own	Zen	V	Eis	D-R	. Own	Own	U	5	Own	Own	R	D	8.50	85.0	.	Own	.....	Ros	Bud	.....	.....
*†Walter FH	7600	Opt	P	40x8	DP40x8		Own 6	6-4½x5¾	48.6	L	PC	Own	Own	Zen	V	Eis	D-R	Own	Own	U	5	Own	Own	R	D	8.50	85.0	E	Own	.....	Ros	Bud	.....	9000
*Walter FHR	7600	Opt	S	40x8	DS40x8		Own 6	6-4½x5¾	48.6	L	PC	Own	Own	Zen	V	Eis	D-R	Own	Own	U	5	Own	Own	R	D	8.50	85.0	E	Own	.....	Ros	Day	.....	7500
White 52T	4700	129½	S	36x5‡	DS40x5		Own GRR	4-4¼x5¾	28.9	L	PC	Own	Own	Zen	V	.....	L-N‡	P. Own	Own GRBA	U	4	Spi	Own	R	F	11.7	58.3	B	Own	Own	Own	Own	....	8126
White 51A	3800	134	S	36x5‡	S	36x8‡	Own GRB	4-4¼x5¾	28.9	L	PC	Own	Own	Zen	V	.....	L-N‡	P. Own	Own 2S	U	4	Spi	Own	S	½	7 13	46 2	B	Own	Own	Own	Own	...	

Motor Bus Chassis Specifications

For Other Chassis Which Are Recommended and Adaptable for Bus Use, See Models Having Sign (§) in the "COMMERCIAL CAR SPECIFICATIONS"

Key of abbreviations, page 48

MAKE AND MODEL	GENERAL					ENGINE				ELECTRICAL SYSTEM				Normal Speed		TRANSMISSION				REAR AXLE			FRONT AXLE		TIRES AND WHEELS				DIMENSIONS (In.)		
		WEIGHT										BATTERY				CLUTCH	GEARSET								TIRES (In.)			OVERALL		
	Seating Capacity	Chassis Only	Chassis with Body	Recommended Body Allowance	Wheelbase	Make and Model	Number of Cylinders, Bore and Stroke	Radiator Make	Carburetor Make	Ignition System Make	Generator and Starter Make	Make	Voltage and Amp. Hr. Cap.	High M. P. H.	Low M. P. H.	Type and Make	Make and Model	Number of Forward Speeds	Universal Make	Make and Model	Final Drive	Brake Location	Make and Model	Steering Gear Make	Front	Rear	Wheels—Make	Turning Radius (Ft.)	Floor Height	Length	Width
A.C.F. 508	30	.....	.....	....	230	Ha S	6-4¼x5½	....	Zen	D-R	D-R	.....	12-115	..	....	D. B-L	B-L 55	4	Spi	Tim	W	E	Tim	Ros	P 38x7	DP38x7	Bud	....	....	.....	.....
A.C.F. 519 (gas. .elec.)	60	.....	.....	....	230	Ha S	6-4¼x5½	....	Zen	D-R	D-R	.....	12-180	..	....	.	.	....	Spi	Tim	W	E	Tim	Ros	P 36x8	DP36x8	Bud	....	....	.....	.....
A.C.F. 601	23	.....	.....	....	198	Ha S	6-3¾x5	....	Zen	D-R	D-R	.....	12-115	..	....	D. B-L	B-L 55	4	Spi	Tim	W	E	Tim	Ros	P 34x7½	DP34x7½	Bud	....	....	.....	.....
*Acme 116	18	4910	8460	....	180	Con 6B	6-3¾x5	Per	Zen	Eis	Bos-A	Wil	6-153	40	....	D. B-L	B-L 51	4	Blo	Wis 67410	R	A	Shu	Ros	P 32x6	DP 32x6	Mot	....	213¾	259	83¾
Acme 112	22	5110	9280	....	205	Con 7T	6-4⅛x5¾	Per	Str	Eis	Bos-A	Wil	6-153	45	....	D. B-L	B-L 55	4	Blo	Wis	B	A	Shu	Ros	P 32x6	DP 32x6	Mot	....	213¾	276	83¾
Brockway JB	16	3200	4700	1500	142	Wis C	4-3¾x5	G&O	Zen	A-L	A-L	Exi	6-153	38	5.0	P. B&B	B-L 30	3	Spi	Col 54002	B	E	Col 1624	Ros	P 32x6	P 32x6	Smi	25	31½	203	67¼
*Brockway EB	20	3975	6350	2500	155°	Wis SU	4-4x5	G&O	Zen	Eis	L-N	Exi	12-220	40	7.0	D. B-L	B-L 30	3	Spi	Col 54003	B	E	Col 5227	Ros	P 32x6	P 34x7	Smi	28	28½	243	64
*Brockway EB4	20	4150	6400	2500	153°	Wis Y	6-3¾x5	G&O	Zen	L-N	L-N	Exi	12-220	42	7.0	D. B-L	B-L 30	3	Spi	Col 54003	B	E	Col 5227	Ros	P 32x6	P 34x7	Smi	28	28½	243	64
*Brockway H	25	6450	7975	3000	182°	Wis H	6-4x5	G&O	Zen	L-N	L-N	Exi	12-220	30	8.5	D. B-L	B-L 55	4	Spi	Wis 6731	B	A	Shu 5550B	Ros	P 32x6	DP 32x6	Bud	30	26½	256	74

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